

To Whom it may concern

RE: Reference – Shawn Price.

The purpose of this letter is to provide reference for Mr. Shawn Price whom I have known personally and professionally for a period of two years.

I first met Shawn in my capacity as Project Director of the Commonwealth Banks cultural change program – Breakaway Service and Sales. We had engaged “Forum” to source high achieving technical specialists to deliver and assist us with the development of our sales skills training as well as identifying and assisting us to develop strategies and programs for our sales, product and risk executives within the bank

It was through this business relationship that I first met Shawn and was immediately impressed with his natural skills and easygoing manner. We worked very closely over an extended period; on this project and I believe it now puts me in a position to provide you with a pretty accurate assessment of his abilities and character.

As a professional, Shawn is and was a hard-working, knowledgeable and highly committed facilitator. I believe that his excellent communication and interpersonal skills engendered a culture of learning within the Breakaway program - responses and feedback from participants will attest to this fact. In addition, he was very involved in all aspects of this project and was a committed member of the development team.

In hindsight, I was very pleased we chose Shawn because his contribution was significant in measuring not only our success, but also the implementation and embedding of the program successes going forward. Cultural and behavioural change is never easy, especially in an organisation the size of the CBA and it was through Shawn’s substantial contribution, which assisted with the programs successful rollout and I would have no hesitation in using him again in the future.

I also got to know him socially and I am pleased to say he is a loyal, honest, considerate, and supportive individual who has the ability to see and understand things from another's perspective. He is a great direct communicator and knows how to raise and discuss common living issues and problems in a non-threatening manner. He is intuitive and is always tuned into how others might "feel" in a given situation. He is not all work Shawn likes to have fun too.

I would be happy to discuss further the professional and personal skills and abilities of Shawn Price, as a letter such as this does not do him justice. Please feel free to contact me either at the Commonwealth Bank on 02 9312 0324 or my mobile on 0402 33 6713 as I would be more than happy to discuss further the man Shawn Price.

Kind regards

Ian Joseph
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