

November 19, 2015

To whom it may concern,

I was recently introduced to Jon Gerson through a colleague in the leasing industry and I can't be more grateful. Over the 23+ years I've been in the equipment leasing/financing industry, I have engaged with dozens of executive recruiting firms both as an employee and as a business owner. Although most executive recruiters are very knowledgeable about the industry, very few have the skills and talent that Jon possesses. Jon was instrumental in finding the perfect position that fit both my skill set and desired career path and it is that desire and extra effort to make sure this is a "Career" placement and not a "Job" placement that sets Jon apart. He was extremely thorough from his initial presentation, during the interviewing process and through the final negotiations. Jon wasn't selfishly looking for a placement fee but rather making absolutely certain this was the right long term fit for both me and the hiring company. We discussed in great length the daily tasks, the cultural fit and even the potential challenges - we covered it all. As a result, I have now been in my new role for four months and there hasn't been a single 'surprise' - It's exactly what I expected and I'm confident my employer would say the same.

I have referred many colleagues to Jon over the last several months and will continue to do so. I can't recommend him highly enough and whether you are an employer looking to fill a new position or an employee looking for the perfect career change, you can be sure he's work for YOU and not just for his well-earned fee.

If you would like to discuss my experience working with Jon Gerson in more detail, I can be reached at 917.825.9626 or by email scott_hamburg@hotmail.com.

Regards,

A handwritten signature in black ink that reads "Scott Hamburg". The signature is written in a cursive, flowing style with a long, sweeping underline.

SCOTT HAMBURG