



QUALITY LEASING

To Whom It May Concern:

I had the pleasure of working with Jon Gerson, President of Executive Solutions, to fill a critical senior management role for my firm towards the end of 2019. I write this letter as an endorsement of his services.

After the retirement of a long-term employee, we engaged Jon to help us devise and then fill a senior level position. We realized that as our company had grown over the years, it was an opportune time to reorganize our management team through the creation of a new C-level position to facilitate our company's evolution in response to its growth and the changing economy.

Jon took the time to learn about Quality Leasing from all angles; the personalities of our management team to our cultural priorities to our ways of doing business and our long-term strategy. Coupled with his in-depth knowledge of the equipment finance world he helped us create a position unique to our needs. In short, it was anything but a "cookie-cutter" job description, and it required a search to find someone capable of a role that does not exist in many organizations.

To our pleasure, Jon undertook that search with enthusiasm and successfully found us a winning candidate who has exceeded our expectations. Because we had created the role from scratch, we could not rely on simply finding someone whose past position matched our job description. Jon had to critically evaluate candidates for their technical skill set and intangible qualities to identify someone who could do something truly exclusive to our company. He delivered.

Throughout this process I felt confident Jon was putting the needs of our company first, and that whomever he presented, he was giving us the complete picture behind the resume. I came to trust his judgement because I knew he was never focused on the short term—and that is why I look forward to working with him on any future needs we may have.

Should you have any questions for me, please do not hesitate to reach out to me at pfogle@qualityleasingco.com.

Sincerely,

Paul Fogle, Managing Director, Quality Leasing Co.