

Saturday, August 22, 1998

To Whom It May Concern:

This is an enthusiastic letter of recommendation for Ted Wills. Here is a multi-lingual, multi-cultural, educated, practical, results-oriented, business and education experienced professional. He is best characterized by the adjective, "initiative".

Ted is a graduate of The University of Texas-Austin/Instituto Tecnologico de Monterrey Executive MBA in Mexico City. How he found his way to our program in its initial year is an example of his initiative. He built support for his participation from Fedex de Mexico, his employer, and he performed well academically. Ted has been very successful at earning increasing responsibility from his firm.

Ted is a true "boundary spanner". He will do well in education settings, especially where international experience, client contact, and business experience are required. If working in business, he will excel especially where learning is encouraged to produce business results. He can represent you in sales and business development. Get to know him! Interview him more than once! This is truly a capable professional. He'll find the opportunities that are hidden and perform. He can consult, build, expand, measure, and set direction.

Please feel free to contact me for further discussion about Ted's capabilities.

Cordially yours,



Kenneth R. Graham
Associate Dean and Director
Executive Education
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