



225 Snedecor Avenue, Bayport, NY 11705

888.757.5444

November 19, 2009

To whom it may concern:

As President and CEO of Guidance In Giving, Inc., this is a letter of recommendation for Theodore S. Wills who has worked for our firm as an Account Executive for a total of five years from August 2000 to November 2009. His most recent bilingual assignment to St. Juan Diego Parish in Pasadena, Texas, proved to be a great success inasmuch as the capital campaign raised \$1.2 million in pledges and gifts. This was the first campaign ever for this missionary parish where a good number of parishioners are not able to read and write.

Ted is a highly motivated self-starter who knows how to train and inspire volunteers towards the accomplishment of concrete objectives within set timeframes. In the course of seventeen capital campaigns and seven feasibility studies across the country, Ted and his volunteer teams have garnered more than \$26 million in pledges and gifts.

As a fully bi-cultural and bi-lingual professional, Ted has led several of these campaigns and studies in both English and Spanish. He is an outstanding "people person" who is at ease dealing with corporate executives and community leaders as much as with underprivileged Hispanics.

Perhaps just as importantly, Ted has conducted these intensive three to four month efforts in accord with the philosophy of Catholic stewardship. He has therefore contributed to the long-term well being of each diocese, parish, and school that Guidance In Giving, Inc., has served.

Ted is an outstanding individual both personally and professionally. We will truly miss him at our firm and know that whoever Ted is working with, are extremely fortunate to have him as a part of their organization.

Please feel free to contact me should you require any other information in this regard.

Sincerely,

***Michael R. Cusack***

Michael R. Cusack  
President and CEO