



To Whom It May Concern:

I wish to inform you of the benefits I received from Michelle Cubas of Positive Potentials LLC. As the Director of Field Operations for a mid-size construction company, my duties and responsibilities are numerous. I recognized very quickly that in order to be successful, I needed to surround myself with “well qualified people.” Accordingly, I went out on my own and started to hire new people due to our growth as well as repositioning other people in the organization. I thought I had a good plan, but I did not. Our turnover rate continued to rise and it greatly impacted our operation.

Then I met Michelle Cubas. She became my coach in the game of finding the “right people”. With Michelle’s help, I did a total overhaul of the hiring process. I implemented several of her screening mechanisms in order to filter out “unqualified” candidates as well as incorporating her proven interview techniques in my interview process to find the “best” candidate. Accordingly, we are now starting to see positive results.

Sincerely,

Philip G. Kominsky  
Director of Field Operations