



Mississippi
College
A CHRISTIAN UNIVERSITY

School of Business

April 6, 2022

To Whom It May Concern:

I am writing this letter to recommend Summer Threadgill to you. I first met Summer in January 2021 when she enrolled as a student in my personal selling class. I had the pleasure of teaching Summer again during the Fall 2021 semester when she enrolled in my retailing and e-commerce course. It is in this role as Summer's professor that I feel most confident recommending her.

During her time at MC, Summer's academic performance has been strong. As a student, she has extensive training in the areas of communications and marketing. Her strong GPA is solid evidence of content mastery and her ability to learn. In addition to classroom instruction, Summer has pursued additional opportunities to further develop her marketing and communication skills and to learn various software/platforms relevant in today's digital environment. Her performance both inside and outside of the classroom is a testament to her intellectual ability, initiative, hard work, and dedication.

As a student in my personal selling course, Summer demonstrated superior written and verbal communication skills. In the sales course, students learn about several sales-related topics including prospecting via email and telephone, questioning techniques to determine customer needs, presenting the best product/service solution for the customer, and closing the sale. Summer performed extremely well in the course, especially on the sales role plays. She actually earned the highest grade on the sales role play among all students enrolled in the course that semester.

I have really enjoyed the time I've spent teaching Summer. In my opinion, she is intellectually strong, hardworking, dedicated, easy to coach, and a strong communicator. These are all excellent qualities for an employee to possess. So, it is without any reservations that I recommend Summer Threadgill to you. I know that she will make an excellent addition to your organization. If you need any additional information, please don't hesitate to reach out to me via email (mbbeauchamp@mc.edu) or telephone (601-925-3419).

Best regards,

Michelle B. Beauchamp

Michelle B. Beauchamp, Ph.D.