
Martina Quincy

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PRAISE FOR ACCOMPLISHMENTS

“Martina has superior facilitation skills. She possesses expertise in many critical areas, such as: education reform, school improvement planning, leadership skill building, and emotional intelligence. She weaves key content knowledge with hand-on activities and energizers, which provide a lighter note to the training sessions while extending the learning . . . She also possesses sensitivity to language differences and cultural appropriateness, a quality that has served her and us well in a region of 21 distinct languages . . . Dr. Quincy provides high quality service with professionalism and flair.”

*Sebastian Mapother
Director,
Native Lands
Training Center*

June 17, 2008

Peggy Butler
John Hancock Financial Services
John Hancock Place
Boston, MA 02117

Dear Ms. Butler:

I'd like to bring my success as a senior-level manager and trainer to John Hancock in the Senior Site Training Manager position you are currently advertising

I am a professional trainer, facilitator, consultant, and educator with 15+ years of experience in Performance and Training that is solidly grounded in creating a positive learning environment by building a high degree of rapport with participants, thus facilitating lasting change. I have successfully conceptualized, developed, and implemented innovative training programs that responded quickly to emerging needs and trends. I consistently ensure acquisition and enhancement of skills and competencies, implement performance support activities, function as the single point of contact for all of the site's training and development needs – and much more.

I am known for my enthusiastic and engaging training style. I interact well with everyone from front-line workers to top executives, and I have the leadership skills to inspire and motivate. My diverse and broad-based background has sharpened my organizational and analytical skills.

As a strong interpersonal communicator, I have consistently built rapport in my training programs. My goal is simple; I invite people into the heart of transformation by creating a connection through their passion, their purpose, and their unlimited potential. I am convinced that John Hancock's Training, Learning and Performance Solutions Group could benefit from my ability to coax the best out of people.

I'm no stranger to John Hancock, having conducted a cultural profile on financial services companies nationwide, thus providing consumer bank leaders with feedback and data to help them to clarify the direction for strategic planning. This work was so successful that our consulting practice, Colorado River Consulting, was entrusted to participate in a worldwide change effort.

I'd like to meet with you to discuss again adding value to John Hancock as I've done for my previous employers and clients. I'll contact you soon to arrange a meeting. Should you wish to reach me before then, please contact me using the information atop this letter.

Sincerely,

Martina Quincy