

The Adecco logo consists of the word "Adecco" in white, sans-serif font, centered within a solid red rectangular background.

# Human Capital Solutions

**better work, better life**

## Letter of Recommendation

To Whom It May Concern:

I am pleased to be writing this letter of recommendation for Lubomir Getov in his capacity of corporate sales speaker. As an instructor, Lubo was employed in providing custom sales trainings for client of Adecco – Henkel.

Adecco is the world's leading provider of HR solutions. With more than 33,000 FTE employees and a network of 5,600 branches, in over 60 countries and territories around the world, Adecco offers a wide variety of services, connecting close to 750,000 associates with well over 100,000 clients every day.

Henkel holds globally leading market positions both in the consumer and industrial businesses with well-known brands such as Bref, Ceresit, Clin, Fa, Gliss, Loctite, Moment, Palette, Persil, Perwoll, Pur, Rex, Schauma, Silan, Somat, Schwarzkopf, Taft and Thomsit.

Lubo designed and provided tailored training content covering human reaction to change, strategies for dealing with change, assertiveness, self-awareness, preparing for negotiation, responding to challenges, saying no, dealing with difficult customers, major mistakes, handling objections, pricing issues, stress busting, teamwork, time management tips, prioritizing tasks, creating routines, stopping procrastination, brand blueprint, building trust and respect, role of values, developing the right attitude, going above and beyond.

The training activities at Adecco are most challenging, and Lubo fulfilled all the requirements. In order to achieve my deepest respect, he has demonstrated outstanding motivation and maintained a clear sense of inspiration. Lubo has an effective rapport with people of all ages. His ability to connect with his trainees and his talent at explaining concepts, as well as more advanced topics, are both truly superior. He has excellent verbal communication skills, is organized, reliable and ensures that the training goals are achieved. He accomplishes the course tasks with great initiative and with an impressive, positive attitude.

I recommend Lubomir Getov without reservation. If you have any further questions with regard to his partnership with Adecco, please do not hesitate to contact me.

Best regards,

A blue circular stamp with the text "ADECCO BULGARIA" around the perimeter is overlaid with a handwritten signature in blue ink. The signature appears to be "Petar Ganchev".

Petar Ganchev  
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