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30th March 2005

TO WHOM IT MAY CONCERN

MICHELLE COMMINS
NOMINEE FOR THE TELSTRA SMALL BUSINESS AWARDS 2005

It is with utmost pleasure that I would like to support Michelle Commins in her nomination for the Telstra Small Business Awards 2005.

I first met Michelle when she came on board as the Secretary for the Cairns Chapter of the Financial Planning Association of Australia. I had just been appointed the Chairperson for the Chapter and quickly learned that I need not worry about providing Michelle with guidance in her new role, indeed it was Michelle that provided me with the support and ideas we needed to develop the Chapter for the benefit of its members and to contribute on a national basis.

My association with Michelle further developed as she provided assistance to my company, Menico Tuck Financial Services Pty Ltd. From this experience I was able to see the expanse of her knowledge and expertise. My experience from the financial planning industry is that many spend time boasting of business success, but if you examined the detail your opinion may become deflated. I feel that Michelle demonstrates the complete opposite.

She is the epitome of today's dynamic woman : a wife, a mother, a businesswoman. She is a glowing example of the different dynamic a woman can bring to business and to being a success. Michelle is driven in her pursuit of excellence but she negotiates the contribution of others by using positive reinforcement and cooperation rather than demand. This makes people feel like they want to participate and work as hard as Michelle does toward the best outcome.

This desire to achieve is combined with incredible work ethic, organisational skills and downright enthusiasm. What started as a small secretarial service has now developed into a business that can multitask – providing a wide range of services to the Cairns business company. These services can range from organising social events of varying sizes to the myriad of functions demanded of a Quality Assurance Consultant. Michelle has shown that she is at ease whether developing quality management systems for large companies or organising charity events.

I hope that you will appreciate the qualities in Michelle that I do, and that these can be recognised through the Telstra Small Business Awards 2005. If you have any further questions, please do not hesitate to contact me.

Yours faithfully

JO TUCK *DipFP BA(Hons)*
Certified Financial Planner
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