

24 October 2003

TO WHOM IT MAY CONCERN

I write to confirm that Mr Joe Victor of The International Education and Training Advisory Centre (TIETAC) worked for Study Group in the capacity of Regional Sales Director South Asia. In this position Joe had responsibility for representing our entire portfolio of courses in India, Pakistan, Bangladesh, Nepal and Sri Lanka. This required him to have a detailed knowledge of all our programmes, which range from English language and teaching courses through to Foundation courses, degree programmes, masters preparation and an MBA. During Joe's tenure our sales grew from under £200,000 GBP to over £1,000,000 GBP.

I personally worked closely with Joe to establish the Study Group sales office and then through its early years. I always found him a delightful colleague, enthusiastic, honest, reliable and hard working, as I believe did all of those in our company who came into contact with him.

Joe's job entailed face to face counselling with prospective students and their parents as well as the management of a complex promotional and agent support budget. Joe had the ability to provide a comprehensive academic and pastoral counselling service to students whilst remaining robustly commercial in his management approach to our agent representative network.

I have no hesitation in recommending his services or his advice to any institution engaged in the field of international education.

I would be happy to provide further details on request.

Sincerely



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