

July 20, 2011

To Whom It May Concern:

Dear Sir or Madam,

At the request of Mr. Nickolas Harris, I am pleased to write this letter of. I have been a professor in the field of accounting for over 13 years at Foothill College, in Los Altos Hills, CA. I have a BA in Economics from UCLA and a Masters in Business Administration from the University of California, Berkeley. My background also includes several years of work experience as a Certified Public Accountant with Deloitte & Touche, LLC, an international accounting firm. Although my background includes both academic and professional experience in the business arena, it is in my capacity as the Foothill College Men's Head Soccer coach where I had the privilege to know Mr. Harris.

Over my 12 years of coaching experience and the many hundreds of student-athletes I have come to know, I can say without hesitation that Mr. Harris, or "Nick" as we refer to him, is in the very top tier in terms of many of the traits that make for a successful soccer player, professional, and human-being.

A successful college-level student-athlete must have enormous dedication to his studies and to his athletic duties. Juggling a full-time academic load, other academic responsibilities, and 25 hours of high-level competition is no small feat. Nick not only competently accomplished all his objectives, but he did it with a demeanor that exuded confidence, friendliness, and respect towards peers and coaches alike. Nick had an outstanding ability to bring people together, even in times of stress for the team, convincing through both persuasion and via example that team-work would bring success.

I did not get to see Nick in a working environment, but based on his on and off-the-field behavior, he demonstrated the same qualities that make for a brilliant professional. As a manager, I always valued associates who showed initiative, organization, and follow-through skills. Even with his heavy academic and work load, he was always ready for practice, both physically and mentally. More notably, his willingness to share his insight, in a very respectful and tactful manner, with the coaching staff gave us the confidence that Nick not only played the game, but also understood the theory behind what we were trying to accomplish as a team and more widely as an institution of higher learning. I can see that that type of conceptual thinking is invaluable in a professional setting. Professionals must have the administrative skills to get things done, but even more importantly, they must understand the theory and concepts that will best bring a solution to the problem at hand. Nick can and will get things done with depth, vision, and compassion.

Even though I very much respect Nick's abilities, I am more impressed with the type of person he has demonstrated to be. Especially in times of stress for him and his teammates, Nick showed a very positive and friendly character. In a highly competitive environment, a team needs a level-

headed leader. Nick was that person. Keep in mind that he did not search the spot-light, he selectively chose when to take on that leadership role. As the head coach, I always keep what I call team-management levers that I pull as needs arise. I knew that I could always count on the “Nick lever” when the team needed discipline and inspiration.

I have written many letters of recommendation in the past for many of my students, but I have not felt as privileged in writing one, as I am in writing this one for Nick. I highly and without any hesitation, recommend Mr. Nick Harris for any professional position he may want to pursue. Please let me know if you need further information as it pertains to this letter. You can contact me at navajose@foothill.edu or 650-949-7186.

Yours Truly,

Jose J Nava, CPA, MBA
Professor of Accounting
Foothill College