May 22, 2022

### **Recommendation Letter for Julian Sotelo**

I am delighted to write a recommendation letter for Mr. Sotelo.

Julian was one of the 43 students in an entrepreneurship class I taught in the fall of 2021 at Craig School of Business of California State University, Fresno. In this class, we covered topics related to identifying entrepreneurial opportunities in various (technology-intensive and non-technology) industry sectors, establishing and growing newly-founded ventures, creating blue ocean strategies, and building sustained competitive advantage.

As his professor, I witnessed Julian’s competence, intellectual curiosity, and creativity firsthand. Although somewhat shy to raise his hand, he was always very well prepared to answer questions when called upon. Julian has received an “A” and was in the top ten percent of his class. I was also struck by Julian’s work ethic and dependability: he always put in more than his fair share of work for team projects (e.g., to develop a business model, formulate a business plan, prepare a pitch deck for potential investors), demonstrating a great sense of responsibility, leadership and encouraging his teammates to do the same.

After discovering he was a dual-sport athlete at the highest collegiate level, he possesses true grit and perseverance to achieve anything he believes in. Upon his recent graduation from Fresno State University, Julian established a bright future for himself. He has the unique opportunity to continue his aspirations to become an Olympian as well as a Data Scientist. I can confidently uphold his ability to handle the strenuous coursework involved with the program and his contributions to the University Men’s Track and Field Team.

To crown it all: Julian has great sense of humor, is courteous, kind, and respectful —put simply, an extraordinary person to work with.

Because of his talent, creativity, overall scholarly achievement (current GPA: 3.46), and his athletic and extra-curricular pursuits, he is a true self-starter. Julian deserves the opportunity to pursue a master's degree of his choice because of his capabilities. I fully support his application and I am hoping you will agree with me. If you have any questions about Julian, please contact me at “[vtonoyan@csufresno.edu](mailto:vtonoyan@csufresno.edu)”.

Sincerely,

Dr. Vartuhi Tonoyan

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