



# COMMONWEALTH PLANNING

February 28, 2013

Commissioner Paul Galanti  
Virginia Department of Veterans Services  
900 East Main Street  
Richmond, VA 23219

RE: Request for Virginia Veterans Bronze Certification

Dear Commissioner Galanti,

CommonWealth Planning LLC hereby requests to enter the Virginia Veterans (V3) Certification Program. We have received the training required to execute the Veteran Talent Acquisition and Retention (Vet Pipeline) Program to meet our future hiring needs. We understand how we will continue to focus our hiring and retention efforts to specifically hire and retain Veterans.

We believe Veterans to include serving Guardsmen and Reservists will play an essential role in the recapitalization of our workforce and will be the future leaders in our business.

CommonWealth Planning is a financial services firm in the under 50 employee category with sporadic hiring requirements. Over the next year, CommonWealth Planning expects to hire 15 new employees during the period February 2013 to September 2013 which we intend to hire 25% Veterans. We also pledge to retain those employees for at least 1 year.

We are excited to do our part in the Commonwealth of Virginia to re-capitalize our workforce with Veterans thereby energizing Virginia's economy and being an example of how Virginia values Veterans.

Respectfully Submitted,

William E. "Joe" Counts  
General Agent  
CommonWealth Planning