



# Reference Page

References are the people in your professional and personal network willing to speak to your qualifications and character to potential employers or graduate/professional school programs. You will want to identify three to five people you want to serve as references and then determine their willingness and availability to serve as a positive reference.

## CHOOSE YOUR REFERENCES

Identify people who will speak highly of your past work performance (job, class work, research, etc.):

- Past or present employers
- Instructors, advisors, coaches
- Professional business leaders in your community, etc.

Colleagues/peers may be appropriate if you worked on a team project together. Character/personal references should only be provided if requested or if your choices are limited.

Always ask references if they have time to serve as a positive reference.

## EDUCATE YOUR REFERENCES

- Provide a copy of your resume or CV to your references so they may speak intelligently about your past experiences.
- Inform them of the kind of positions you are seeking.
- Coach them about the skills and strengths you would like them to emphasize.
- Notify them of positions for which you apply so they may anticipate a call.
- Thank references and notify them when you accept a job.

## DON'T EVER...

- List individuals you have not contacted
- Assume individuals will know who you are
- List individuals with whom you have had negative experiences
- Fabricate individuals' names
- List contact information that is not current or incomplete

## REFERENCE PAGE

- Submit reference page as a separate document (when requested) along with your resume and cover letter.
- The reference page should mirror your resume in design.

## REFERENCE PAGE INFORMATION:

Confirm correct spellings and titles with each reference. Also, ask your reference which contact information they want to use as it may be different from what you use to communicate personally.

- Complete name and title (Mr., Ms. or Dr.)
- Job title
- Name of organization
- Address (work or home)
- Phone number (work or cell)
- Email address (professional or personal)

## OPTIONAL INFORMATION

Consider asking your references if they are willing to share a two to three sentence statement about your qualifications.

They might follow the following information:

- Share how long they have known you
- Explain the context of the relationship
- Emphasize a skills you possess, academic knowledge you grasp well or positive results of projects

## REFERENCE LETTERS

An employer (not as often) or graduate/professional program may request a reference letter. This letter communicates that you are a fit for the position and company. The letter should include the following information:

- Job title held and dates of employment (if applicable)
- Relationship of the writer to you
- Responsibilities (if applicable) observed
- Work ethic
- Achievements and accomplishments
- Personal endorsement of character
- Abilities and skills

If someone is taking the time to write your letter of reference, you should provide them with the following:

- Correct contact information and instructions for submission
- Self-addressed, stamped envelope with the employer's name and address typed on the front (if applicable)
- Copy of your resume
- Copy of the job description
- Summary of your skills, experience and accomplishments as they relate to the position
- Thank you note



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REFERENCES

- Mrs. Jane Doe  
Advisor  
The Weakley County Press  
Martin, TN 38237  
janedoe@wcp.com  
731.123.0000
- Mr. John Smith  
Director  
Happy Summer Camp  
Small Town, OH 12345  
j\_smith@happycamp.org  
111.111.1111
- Dr. Sunny Shine  
Professor  
English Department  
University of Tennessee at Martin, TN 38238  
Martin, TN  
sshine1@utm.edu  
731.881.1234

Reference Letterhead

Date

FirstName LastName  
Title  
Organization/Company  
1234 School Road  
School, TN 00000

Dear Mr. LastName:

The first paragraph should explain your connection to the student being recommended, including why you are qualified to write this letter as regards to a job or graduation/professional school.

The next paragraph (or two) should outline specific information about the student, including why he/she is qualified, what he/she can contribute, and why you are providing a reference letter. If necessary, use more than one paragraph to communicate how the student’s skills match the position for which he/she is applying. (The student should provide a copy of his/her resume and the job description/graduate program outline.)

Summarize your comfort level with recommending the student ("highly recommend," "recommend without reservation," etc.) You may also want to briefly touch on areas where you have seen growth to personalize the letter.

Conclude the letter by providing your contact information (phone number and/or email address) and your willingness to answer any questions.

Sincerely,

FirstName LastName  
Title