



625 Westport Parkway ♦ Grapevine, TX 76051 ♦ (817) 722-7305 ♦ (817) 424-2252

Dr. Paul Lang
Department Head, Criminal Justice Department
Northern Michigan University
1401 Presque Isle Ave.
Marquette, MI 49855-5355

September 13, 2006

Dear Dr. Lang,

As a member of the National Retail Federation Advisory Council, I applaud your efforts to introduce an online Bachelor's Degree in Loss Prevention. I believe there is a direct need to help those in the Loss Prevention profession complete their education in a field that has not previously received much attention from the academic community, and am thrilled that Northern Michigan University shares that same belief.

Although Loss Prevention is a topic covered in most Criminal Justice programs, those students are primarily focused on becoming police officers and often aren't the people who end up with a life long career in Loss Prevention. Usually, the Loss Prevention professional is someone who began his or her retail career as a sales clerk and may have some college credit in another field of study, but ends up following a Loss Prevention path. When this professional realizes that Loss Prevention is their career calling, they discover that there is currently no opportunity at any accredited university anywhere in the United States, to achieve a Bachelor's Degree through study in this field.

Since many of the thousands of Loss Prevention professionals working today have full time jobs and families to support, it is imperative that the academic community be receptive to creating online Loss Prevention degrees. There is a groundswell of support for this idea within the industry and as a Council member I plan to continue my work with Northern Michigan University to insure that quality instructors are provided to instruct these courses and that all efforts are made by the NRF to support your program. I applaud the work that you've done thus far and assure you that you will have more students signing up for this program than class capacity can withstand!

Sincerely,

Tina Sellers
Vice President of Loss Prevention
GameStop, Inc.