Alex North

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Ms. Ricki Hederman

ULB

Investment Banking Division

383 Madison Avenue  
New York, NY 10179

September 30, 2011

Dear Ms. Hederman:

I am a senior Business and Economics major at Lake Forest College. Garrett Sokoloff, Vice President in the real estate fixed income area, recommended I contact you directly regarding my interest in the Financial Analyst role in ULB’s Investment Banking division.

I have targeted investment banking because it demands strategic and analytical thinking in a challenging, fast-paced environment. I am a competitive person by nature, and I am drawn to work that requires you to give everything you’ve got. ULB is unique among the investment banks I’ve researched because of its entrepreneurial culture and emphasis on employee ownership. That appeals to me, as I’m seeking an employer that rewards performance and personal commitment.

Researching the Investment Banking Analyst position, I know that quantitative skills are the most important. Mine have been honed by extensive coursework in accounting, economics, and finance, including additional classes at the MBA level. I enjoy reading financial statements, interpreting performance trends, explaining outcomes with numbers, and extracting pertinent information from raw data. The ability to work effectively with others was also listed as a key skill. In team settings such as the Student Consulting organization, I have demonstrated an ability to leverage the unique talents of team members, set goals, generate momentum, and guide the group toward an objective. At PricewaterhouseCoopers, I improved my communication abilities through project presentations to senior management and partners. As I read through the "Day in the Life" portion of your web site (the profile of Priya Patel), I could see how the Analyst position would be a perfect fit with my background.

Next week I am planning to visit New York. I would deeply appreciate an opportunity to speak with you directly about the Analyst role. In the next few days I will contact your office to see if that would be possible. My resume is attached for your perusal. I look forward to meeting you in person.

Sincerely,

Alex North

Enclosure