

Stephen Malone
233 SW Timberline Blvd.
Estacada, Oregon 97233

July 30, 2003

Mr. Jonathan E. Thorton
Hiring Manager
Thorton and Associates
555 East Crown Circle
Tigard, Oregon 97555

Dear Mr. Thorton:

I am interested in joining Thorton and Associates in client services. Upon investigation of the client service position in your firm, I believe that I can make a substantial contribution.

The ability to be flexible and adapt to new situations is an integral part of my current position as an underwriter for Disaster Insurance. My daily activities may vary, from evaluating rating structure, to discussing competition in the marketplace, to handling administrative issues with home office personnel. In an increasingly competitive group insurance environment, I have been able to assist two representatives into the "Top 20" sales category, while providing profitable business.

A career in the Info-Scan division of Data for Dollars would be especially appealing to me. It would enable me to combine my interest in market research with my experience in risk analysis. Your firm particularly impresses me because I perform best in energetic, creative work environments.

I would like an opportunity to discuss career possibilities for me at Data for Dollars. In June, I will be settling near Chicago, so I will be available for work in the near future. I will contact your office on August 5, to see what our next step should be.

Sincerely,

Stephen Malone

Enclosure