

LexisNexis

Southwestern Company

do Stephanie Mass

2451 Atrium Way

Nashville, TN 37214

Stephanie,

I wanted to take the time to express my appreciation for all your efforts and assistance while helping me secure my position with LexisNexis. Only a few days after you first contacted me I had my first phone interview with a Regional Sales Manager. He already had a candidate in the works; however, you did not stop there. I next met with another Regional Sales Manager and Vice President of Sales. When a location came available that I would consider, I interviewed with that Regional Sales Manager having already won the approval of his direct supervisor, the Vice President of Sales for the Mid-Atlantic and Deep South Region. Things proceeded quickly and I was offered the position set to start October 15, 2002.

I have just returned from our National Sales Meeting after completing my first full year with LexisNexis. I achieved 110% of quota for the year while selling one of the highest numbers of online subscriptions in the #2 region of all 52 regions in the company. I was also award "Rookie of the Year" for my region. We had a Southwestern reunion breakfast that included no fewer than 25 alumni and we were asked to tell a story from selling books. I mentioned my response to customers that would ask why I do "such a crazy job." I usually responded that the company has a placement service With a 99% placement rate for guys like me. My experience in the summers was extremely influential in securing my job with LexisNexis.

I respect and appreciate your drive and persistence while representing me as a candidate for this position. I am sure there were other qualified candidate that were never given the opportunity to distinguish themselves because they did not have some one like yourself to insure they received the chance.

Sincerely,

David Knott

9443 Spruighoro Pike, Miamisburg, OH 45342 www. lex corn