

EDWARD JONES

710 Downtowner Blvd., Mobile, AL 36609
251-344-7842/1-800-252-8956

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Mr. Glenn Ransom
5303 Big Dry Run Road
Butler, TN 37640

Dear Glenn:

It has been a pleasure working with you in the book business over the last eighteen years. I know you will agree that the book selling experience is one of unequalled experience.

I began my book selling experience as a high school senior in 1972, working in Arkansas. The experience paid my way through college, gave me the opportunity to recruit other students to work with me in the summer and allowed me to develop leadership and management skills as I built a student organization. The book selling experience gave me confidence in my ability to work, manage people, and build a successful career. I sold six summers while in college and then became a sales manager.

As an Investment Representative with Edward Jones, one of the oldest stock brokerage firms in the country, I have been able to build a successful business with clients and help them with long term financial planning. Because this is a commission based business like book selling, I was prepared to work hard, stay on a good schedule, and know that my production was based on my efforts.

My book selling experience has also provided me with the knowledge to recruit other brokers to the investment business, many of whom worked as students selling books, door to door. The book selling experience is a plus because businesses appreciate highly motivated college students who have proven themselves on the bookfield. My book selling experience has certainly been an advantage in my career and I highly recommend it to college students today. The job market is tight and the experience of selling


books may indeed be the edge that could allow a college graduate to land a job and successful career.

Another advantage I believe in the book business is the friendships you make over the years and the contacts that can prove to be an advantage throughout life. Many students with whom I have worked over the years in the book business are in diverse careers and continue to express their gratitude for the privilege of working in the book business and the advantages it has provided them in their careers.

I highly recommend the book selling experience to college students who are individually motivated, confident, and want that once in a lifetime experience that will provide leadership, management and sales experience like no other job can. I hope that you are successful this year in finding these students to work with you.

If I can be of service to you in any way, please feel free to call.

Sincerely yours,


Roger McConnell
Investment Representative