

## JOHN RAND

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January 15, 2002

Mr. James B. Martin  
President  
ABC Company  
222 South Wentworth Avenue  
Atlanta, GA 22097

Dear Mr. Martin:

Today's economy demands excellence in the management of Loss Prevention. Security professionals must have a unique blend of experience and leadership along with the ability to contribute to the enterprise's profitability. They must not only monitor daily activities but also possess the vision to plan and implement strategic initiatives for the future well-being of the company.

My current position is Director Loss Prevention Operations for the #1 international seller of office products. My staff consists of 6 direct and 65 indirect reports with an annual budget of \$9,000,000.

As my résumé clearly demonstrates, I have consistently taken the initiative to reduce costs, plan and implement cross-functional programs, identify and employ critical technology, and work effectively with outside partners. Recent accomplishments include a 10% reduction in workers' compensation cases, reduction of product shrinkage rate to 0.53% of sales, the development of effective loss prevention technology, and the cost reduction of a national security alarm contract.

Along with the capacity to set and attain aggressive goals, I have always been proud of the fact that I have been able to attract and retain exceptional personnel committed to the corporate Loss Prevention mission.

I am seeking new management challenges and would welcome the opportunity to discuss my potential contributions to your company.

Sincerely,

John Rand

Enclosure