



Merit Insurance Company

Dear Insurance Adjuster,

Perhaps you will remember me—I was the adjuster who dealt with your accident claim several years ago. You really impressed me with your determination to make something good come out of the whole mess. I remember quite clearly that you were not entirely satisfied with the settlement we awarded you. I felt a bit rotten about that, but I was just doing my job, as I'm sure you understand.

I hear you've been making a name for yourself over at Blue Ribbon.

Anyway, to get to the point, I now find myself in a position to do you a favour. My wife's brother, who is also in the business, is leaving his position as a claims manager with a huge outfit that has their own claims division. It's a great job that requires your level of experience in the transport sector. My brother-in-law could give you the inside scoop.

Anyway, if you decide to take the personal initiative and go for it, I wish you good luck.

Sincerely,

Ron Ricketts