

128 Main Street, Apt. 4
Ithaca, NY 14850
April 20, 2008

Mr. John Campbell, Associate Director
Virginia Small Business Commission
3190 West Canton Street
Richmond, VA 26811

Dear Mr. Campbell:

The article in the March 26 *Wall Street Journal* featuring your work with the Virginia Small Business Commission has motivated me to learn more about your experiences in retail development. I am a business management major at Cornell University and am seeking information about retail and warehouse management, particularly for the businesses in rural communities. I would appreciate hearing your assessment of where the industry is headed and where you think job opportunities will develop. Any suggestions for how to prepare to enter this field, both in terms of experience and course work, would be very helpful.

I will contact your office in a week to discuss the possibility of scheduling a twenty- to thirty-minute appointment. I have noted that you have registered with the Cornell Career Contact Network and would be happy to communicate through the Network if you prefer. Thank you for your consideration. I look forward to talking with you.

Sincerely,



Christine O'Neill