

# FirstName LastName

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Sales and Trading & Asset Management  
975 Madison Ave,  
Madison, WI 53706

To Whom It May Concern,

As a sophomore at the University of Wisconsin-Madison, I am consistently seeking opportunities to further enhance my professional development and markets skillset, and being a member of Sales and Trading & Asset Management will allow me to expand my network with select firms, sharpen my interview skills, and learn the technicals needed to be successful in a markets-facing finance role. I want to be a part of the club because of my passion for analyzing markets and asset classes, and from networking with current club members I have learned that by putting in the necessary work inside and outside of STAM, many members have gone on to become successful market analysts at firms all across Wall Street. From day one of joining this club, I will put my best foot forward by taking advantage of all the curriculum such as stock analyses and pitches, market research insights, networking events with alumni and guest speakers, as well as supporting the growth of other members and their respective business endeavors.

I am filled with ambitious entrepreneurialism, as evident by the success of my lawn care company, The Grass Barbers, LLC which I founded my junior year of high school. By establishing high-reaching financial goals and setting a clearly defined plan for how to achieve these objectives, such as becoming knowledgeable in the services I provide, always striving to exceed client expectations, and investing strategically in capital expenditures, in 2020 I was able to grow my business to hire two employees, build a list of over 60 weekly clients, and produce revenue of almost \$40,000 with a 59% profit margin. In college, I am an Associate Member in Capital Management Club. This club manages a portfolio of over \$170,000, and I have done the valuations for group pitches for the stocks of Lululemon and Inspire Medical Systems, both of which received first place. This fall I will be pitching FedEx to become a Portfolio Analyst. Through my involvement with this club, I have learned financial modeling, equity research, and valuation methodologies, all skills that can be applied to the markets.

I want to pursue a career in Global Markets because of my passion for being a market maker, and I practice this by managing my own stock portfolio of various equities. I set clear investment strategies by assessing both the short-term and long-term outlooks of the markets, and then select securities based upon my analyses. Each day I learn to mitigate risk through various diversification and hedging strategies such as the use of options contracts. I can adapt to learn quickly and think analytically, and these skills are imperative in a career like Global Markets where no two days are the same. And when no two days are the same, it presents an extraordinary opportunity to learn a lot in a short amount of time, giving me the ability to rapidly advance my skillset and progress my career. From studying the markets during the pandemic, I can confidently say I have identified my true passion for pursuing a career in Sales and Trading. Recently, I accepted an offer as an incoming Global Markets summer analyst at Goldman Sachs, a rotational internship that will allow me to gain exposure to all desks within the division including Equities, Fixed Income, Currencies, and Commodities. Joining STAM will prepare me with the skills necessary to be successful in this upcoming role. Thank you for your time and consideration, and I look forward to potentially becoming a member of the prestigious Sales and Trading & Asset Management club.

Best regards,  
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