

Cover Letters and Other Correspondence



A cover letter is an essential part of your correspondence with employers. You should **always** include a cover letter with your resume. While the resume provides an overview of your background, the cover letter allows you the opportunity to highlight those aspects of your background that are relevant to the position you are seeking. A good letter can help heighten the employer's interest to learn more about you by reading your resume and meeting you for an interview. It also gives the employer a sample of your writing skills.

Cover letter examples

- ❖ Formatting example (Figure 1)
- ❖ Cover letter seeking an internship (Figure 2)
- ❖ Cover letter seeking an employment interview (Figure 3)
- ❖ Cover letter responding to classified advertisement (Figure 4)
- ❖ Thank you letter following an On-Grounds interview (Figure 5)
- ❖ Letter accepting an offer (Figure 6)
- ❖ Letter asking for an informational interview from an alumnus (Figure 7)
- ❖ Letter declining an offer (Figure 8)

All of these types of correspondence should be written in business letter style and addressed to a specific person. These letters should be typed and a copy of each should be kept for your records.

Cover Letter Content

Unlike the resume, which can be mass-produced, a cover letter is most effective when it is tailored to the particular conditions of the organization or job. It is best (although not required) to have the same font as your resume. Letters should be addressed to an individual, preferably an employment or personnel manager or a supervisor in a department of interest, rather than to "Dear Sir" or "Dear Madam." Names of persons to contact may be obtained by checking

CAVLink or on company sites. For the most up-to-date and accurate information on contact names, it is beneficial to call the company directly. Ask for the appropriate person's name and title, and be sure to obtain the correct spelling. This is also a good time to ask for the phone number or e-mail for that person so you can follow up later.

The cover letter has three main parts.

1. The Introduction

The first paragraph states why you are writing, names the type of position, mentions how you heard about it (if you have heard about a vacancy), and what interests you about the company or position. If a person referred you, mention the person's name. Keep this paragraph short. It must attract enough attention to cause the reader to want to read the rest of your letter and your resume. This is your chance to show them you have researched the company.

2. The Body

The main body of your letter, which may be one or two paragraphs long, should detail what you could contribute to the company and how your qualifications could benefit the firm. Keep in mind that your resume is general enough to use with many employers and that the cover letter links that resume (and you) to a specific employer. The body of your letter should further reflect the research you have done on the employer and elaborate on your interests and experience. You should be careful not to reiterate everything that is on the resume; however, you might mention a few key aspects of your background and provide more detail about them than is contained in the resume.

The more you know about the employer through research, the more you can link your qualifications to the specific position.

3. The Closing Paragraph

The closing paragraph must make it clear what action you will take to follow up. Keep the initiative on your side. Stating that you will wait to hear from the employer more often than not results in just that... waiting. Instead, you should request an interview and tell the employer that you will call him or her within a specific period of time. It is helpful to include your phone number here in case your resume and letter become separated once they reach the employer. Be sure to thank the employer for their time and consideration of your letter.

Thank You Letters

Thank you notes are a must in the job search process. Letters should be sent within 1-3 days and no longer than a week after the interview. However, send the letter even if you lose track of time. A late thank you note is better than no note at all. If you have decided that you are no longer

interested in a particular position, it is wise to send a thank you note. You never know when you will need to contact that employer in the future. It is better to leave all your options open.

Thank you letters may be handwritten, typed, or e-mailed; it's a personal preference.

Thank you notes should always be written to the person with whom you had the interview. Also keep in mind the employer's decision and hiring timeline if you know it. If they are making a decision quickly, an email may be a more appropriate method of sending your thank you note. Even if you were asked to address the interviewer by the first name during the interview, play it safe and use their title and last name in the letter. Many times during the second or even an initial interview, you may meet with more than one person during the course of the day. If you are interested in pursuing opportunities with the company, it is advisable to write each person a thank you note. Don't use a form letter; try to individualize each letter by writing something you learned or discussed. Writing a letter to each person you have met makes a favorable impression.

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Figure 2 *Cover letter seeking an internship*

Casey Amore
2354 West Main St.
Carlton, Florida 32990-9345

March 31, 2013

Ms. Amanda Lesser
Florida Studios
1290 Studio Plaza
Orlando, Florida 32819-7610

Dear Ms. Lesser,

My previous work experience and leadership roles make me an ideal candidate for a summer internship with Florida Studios. Your company has an excellent reputation for customer satisfaction, and I know that the combination of my experience, education, and motivation to excel will make me an asset to your marketing department.

My experience in sales and customer service, combined with my courses in psychology, has convinced me that hospitality marketing is a career option that would suit me well. In my position with Drake Productions last year, I was recognized as the top sales associate in their summer program. I am sure that I can put this same skill to use for you, and yet continue to improve upon it as I learn from some of the top marketing executives in the business.

I look forward to contacting you within a week to talk about the possibility of an interview. Should you have any questions before that time, you may reach me via phone (386-555-2922) or via email (cra8z@virginia.edu).

Thank you for your time and consideration.

Sincerely,

Casey Amore

Figure 3 *Cover letter seeking an employment interview*

Mary Anne Swarez

103A Circle Ave.
Charlottesville, VA 22905

September 30, 2012

Mr. Steven Smith
Flight and Ticket Recruiter
Pan American Airlines
Miami International Airport
Miami, Florida 32195

Dear Mr. Smith:

While reviewing an article in the Wall Street Journal recently, I learned that your company is planning to assume a portion of Braniff Airlines' routes to South America. Many of your new customers will be the Hispanic populations of Miami, New York, Dallas and the South American countries you intend to serve. No doubt, you will be interested in increasing the number of bilingual personnel in these cities. In this regard, I possess the skills and interest to be of benefit to PanAm Airlines.

As a native of Puerto Rico, I received a comprehensive bilingual education. As the enclosed resume indicates, I will be graduating with a major in English from the University of Virginia next May and am fluently bilingual in written as well as oral English and Spanish. My customer service and conflict resolution skills will also serve as an asset as I am prepared to handle customer and organizational challenges that arise daily within the airline industry.

I look forward to using my leadership skills to assist with customer service and conflict resolution in situations when challenges arise. My involvement as the Vice President of the Latino Student Union has prepared me for recognizing the most appropriate methods in identifying problems and offering solutions, along with developing methods for troubleshooting areas of concerns. These skills, along with my positive attitude and strong work ethic, will work to your advantage in meeting the needs of the new Hispanic population you will be serving.

I will be in Miami the week of October 14-17th, 2012, and would appreciate the opportunity to meet with someone within your office to discuss my qualifications for a full-time entry-level position within your organization. Within the next two weeks I will contact you to determine if it is possible to connect with someone during my visit to the Miami area. Thank you for your time and consideration of my qualifications.

Sincerely,

Mary Anne Swarez

Figure 4 *Cover Letter Responding to classified advertisement*

Thomas Browne

432 Holly Street
Waynesboro, VA 22930

April 3, 2013

Mr. Alfred Winslow
Senior Partner
Research Services, Inc.
325 East Avenue
Washington, DC 00000

Dear Mr. Winslow:

I am a fourth year student in Commerce and Economics at the University of Virginia. Your job position of Health Research Analyst listed on CAVLink caught my attention. In learning more about your company, I found that you place an emphasis on Health Research and Analysis. I was pleased to see that you have a multi-disciplinary staff devoted to research and analysis of a wide variety of health issues for several different organizations and Federal agencies. Furthermore, your staff puts their efforts into technical assistance, training, and analysis to support national health data collection efforts.

As my resume indicates, I have extensive experience researching and preparing reports, as well as a strong background in the social sciences, with a special interest in the field of health. My interest in the business world is reflected in my coursework in commerce and economics. Moreover, I believe that I would find the special projects in investigating patterns and predictors of health behaviors and epidemiological outcomes for specific population groups most interesting. I am quite familiar with qualitative and quantitative data collection techniques and would greatly enjoy assisting your company in incorporating this knowledge into specific research initiatives as appropriate. I have run Focus group discussions, performed personal interviews, cross-sectional and cohort mail and telephone surveys, and analysis of data sets submitted to Federal agencies. These also were listed as some examples of the methods employed by your staff to address health behavior, epidemiological, and health policy questions. Therefore, I see a very good fit between your needs and my interests and abilities.

I will be in Washington next Thursday and Friday, and would like to meet with you to discuss the Research Assistant position. I will call you on Monday or Tuesday to arrange a possible time that we might get together. Thank you for your time and for your consideration in my joining your organization.

Sincerely,

Thomas Browne

Figure 5 *Thank you letter following an on-Grounds interview*

Lisa M. Snow
333 Jefferson Park Ave.
Charlottesville VA 22903

October 18, 2012

Mr. Stuart R. Robinson
Director of Personnel
EFG Corporation
323 Arden Street
Plain View, NC 23492

Dear Mr. Robinson:

Thank you for the opportunity to interview with you on Friday, October 17th at the University of Virginia's University Career Services. The management trainee position at EFG Corporation we discussed is of great interest to me and I am confident I could fulfill the exciting responsibilities required of the person in this position.

I was particularly impressed to learn more about the various phases of the management training program. As we discussed, I have had numerous leadership positions at the University of Virginia which have prepared me to meet the supervisory challenges and demands your program presents. In addition, my double major in history and English has required extensive writing and public speaking assignments which would also allow me to succeed as a manager at EFG Corporation.

Thank you again for your time and consideration. I look forward to learning more about the next step in the application process and to possibly working for your organization in the near future.

Sincerely,

Lisa M. Snow

Figure 6 *Cover letter requesting an informational interview from an alumnus*

Gail S. Jennings

28 East Ridgemont Road
Charlottesville VA 22903

February 3, 2013

Mr. David Johnson
Account Manager
Investment Banking Division
NationsBank
One NationsBank Plaza
Charlotte, NC 28209

Dear Mr. Johnson:

I recently met with Brian Mahoney, who suggested that you might be willing to provide me with excellent information about banking careers. I am preparing to graduate from the University of Virginia in May 2013 with a bachelor's degree in English. Would you be willing to speak briefly with me for 20-30 minutes to discuss your experience at NationsBank? Through some career exploration I have confirmed that work in the banking industry is consistent with my interests and abilities and I am hoping to learn more about the banking industry in North Carolina

Thank you very much for even considering my request. I will call your office next week to see if I can set up a time to speak with you. If it would be convenient for you, perhaps we could meet while I am in Charlotte during spring break. If you would like to contact me, I can be reached at 434-555-5555 or gailsj@virginia.edu. I look forward to speaking with you.

Sincerely,

Gail S. Jennings

Figure 7 *Letter accepting a job offer*

Noelle Simpson
500 Green Court
Charlottesville, VA 22901

April 3, 2013

Ms. Laurie Breeden
Editor
Imagination
Emerald City, OZ 00000

Dear Ms. Breeden:

Thank you for the time you have spent considering me for the position of editorial assistant. I am very appreciative of your efforts and also those of Mr. Ken McKain who discussed the position with me and gave me the tour of your offices. It really helped me gain an understanding of the needs of the position and how Imagination is created and produced.

I am very pleased to accept your offer for the editorial assistant position at the salary of \$25,000. I am looking forward to beginning to work with Mr. McKain and his staff on the "science works" section. The opportunity to use my writing skills in conjunction with the science background I acquired as an Environmental Sciences major attracted me to this opportunity from the time my friend, Jennifer McKain, told me about her father's work.

I will be moving to Emerald City in early May and will begin work on May 10, as we discussed. I will call you when I know what my new address and telephone number will be.

Please let me know if there is any other information you need or if any other details need to be worked out. Thank you again for offering me this opportunity. I eagerly look forward to becoming part of the Imagination team.

Sincerely,

Noelle Simpson

Figure 8 *Letter declining a job offer*

Cathy S. Deen

17 Oakhurst Circle
Charlottesville VA 22903

April 2, 2012

Ms. Paula Powell
Personnel Officer
McIntire of Virginia Bank
701 East Main Street
Charlottesville, VA 22902

Dear Ms. Powell:

Thank you again for your offer to become a Management Trainee at McIntire of Virginia Bank. I regret, however, that I must decline the offer. An opportunity with a large financial services organization in a city close to my home in Kentucky has emerged that I just cannot turn down.

I enjoyed my visit to McIntire of Virginia. You and the other people at the bank have treated me with the utmost kindness and respect. I am impressed with the way you managed all your recruiting efforts at the University of Virginia. As I reassess my career at the natural stages of its development, I hope that you will consider continued communication with me concerning employment opportunities.

Thank you again, and I look forward to speaking with you in the future.

Sincerely,

Cathy S. Deen