

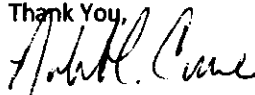
The Honorable Nikki Haley
Office of the Governor
1205 Pendleton Street
Columbia, SC 29201

Dear Governor Haley,

The reason I am writing you is to ask for your help in pursuing a position with the State of South Carolina. I was born in Walterboro, SC and am a graduate of the University of South Carolina. . My career has been in the medical business. I have been employed by several major medical companies and have been able to be successful at every company. In 2009, the company I was working for was sold to Brocco Diagnostics and all sales positions were eliminated. I felt sure with my track record I could find another position in medical sales, however I realized very quickly my age was a definite deterrent in medical sales. Since I had no desire to retire, I aggressively looked for a position in another industry and took a position with United Insurance Company of America in November 2010. However, in June 2013 my wife and I lost our son to a motorcycle accident and everything changed. Patrick had served in country in Afghanistan and had been home about three months when the accident occurred. My wife and I now have custody of Patrick's children, Arista age 14 and Layton age 12. They are the light of our life. They have given us a reason to continue forward. Unfortunately, we were not financially prepared to raise and educate two more kids. Arista and Layton are both honor roll students and I want to be sure they have the opportunity to get a sound education and a good start on life. I am now working with State Farm Insurance and I have done extremely well at State Farm, however my income is still very limited. I am looking for a position that will give me the opportunity to provide a stable and financially sound future for Arista and Layton. I am highly motivated, extremely well organized and proficient in all computer applications. I have numerous years' experience making presentations to high level, professional clients.

I have enclosed my resume. I am a lifelong resident of South Carolina and have established many strong relationships in Columbia and across South Carolina. At your convenience, I would like to speak with you about an opportunity with the State of South Carolina.

Thank You,



Robert E. Cave

Robert E. "Bob" Cave
525 Brookshire Drive
Columbia, SC 29210
Home (803) 772-9332 Mobile 803 730-6255
e-mail: recave@aol.com

Qualifications: Numerous years experience developing strong relationships with clients in both the medical and insurance industry. Hard worker who knows how to produce in any industry.

Work Experience:
4/15-Present

State Farm Insurance Companies, Bloomington, IL
Insurance and Financial Specialist

Developed retirement plans for financially sound clients.

Lead team member of #1 State Farm Agent in District covering Columbia to Rock Hill, SC. Managed 4 team members in Irmo, SC office. Top producer in Life Sales for May and June in Rock Hill District

10/12-4/15

Kemper Insurance, St. Louis, Mo
Agency Staff Manager

Responsibilities: Direct, motivate and train six Agency Managers covering an area from Columbia to Camden. Insure Agency Managers are well versed in insurance products offered by Kemper Insurance.

- Improved Business Increase 98% in first month
- Improved Business Growth 92% in first month
- Improved Lapses 54% in first month.
- Decrease staff past due accounts from 17% to 8%

11/10-10/12

Kemper Insurance, St. Louis, Mo
Agency Manager

Responsibilities: Present insurance solutions to prospects in Columbia, SC area. Develop financial plans for prospects using insurance products.

Accomplishments:

- Rookie of the Year 2011 for Columbia District
- #2 in sales increase for 2012 in Columbia District
- #27 in sales increase for 2012 in NC/SC Region.

6/07-6/10

Acist Medical Systems/EZEM, Eden Prairie, MN
Vascular Sales Specialist

Responsibilities: Sales of CT, MR, and Cath Lab injectors to hospitals, Imaging Centers and physician offices in North Carolina, South Carolina and Georgia

Accomplishments:

- Grew install base 39% in FY09
- Grew consumables 43% in FY09
- Converted three major cath labs to Acist Systems in 09
- Grew install base 27% in FY08

9/05-5/07

Terumo Interventional Systems, Somerset, NJ
Territory Manager

Responsibilities: Sales of diagnostic catheters, guiding catheters, introducer sheaths, Microcatheters, guidewires, and embolics to Interventional Radiology and Cardiac Cath Labs in South Carolina

Accomplishments:

- #1 in Sales Increase in Guidewires Q1 to Q2 out of 48 reps FY07
- #1 in Sales Increase in Introducer Kits Q3 to Q4 out of 48 reps FY07
- Grew overall sales 65% from Q1 to Q4 FY07
- Grew top ten accounts 67% from Q1 to Q4 FY07
- Grew top fifteen accounts 68% from Q1 to Q4 FY07
- Finished 3rd out of 44 reps FY06

3/01-9/05**Integra Neurosciences, Plainsboro, NJ*****Neurospecialist*****Responsibilities:** Sales of Neurosurgery and Neuro Trauma products to hospitals in South Carolina, Augusta, GA and Savannah, GA**Accomplishments:**

- Ranked 10th at end of 1st Quarter out of 68 reps FY05
- Finished 35th in out of 65 reps FY04
- One of eight reps invited to Advance Territory Management Training 3/04
- Finished 19th out of 64 reps in FY03
- Double Sales in Territory by end of FY03
- Took territory from 63rd to 24th by end of FY02
- Grew sales over 300K in FY02

7/96-3/01**Mallinckrodt Medical, Inc. St. Louis, Missouri*****Business Specialist/Imaging-Interventional Division*****Responsibilities:** Sales of Interventional Devices, Contrast Media for CT, Diagnostic, and Echocardiography procedures; Also had responsibility for CT Injectors. Sold to hospitals in South Carolina and Georgia**Accomplishments:**

- 117% of Quota 1st Q FY01
- 203% of Quota in Echo Contrast 1st Q FY01
- Finish top ten in percentage of quota both FY99 and FY00 out of 42 reps
- #1 Diagnostic Devices FY98
- #1 Interventional Devices FY98
- 168% of quota in FY98
- Increase Sales of Interventional Devices 24% in FY97
- Increased Sales of Interventional Contrast Media 17% in FY97

9/82-12/95**Meadox Medicals, Inc. Oakland, N. J*****Territory Sales Manager/Sales Consultant/Eastern Regional Manager/
National Sales Trainer*****Responsibilities:** Sales of Interventional Devices to hospitals in South Carolina North Carolina, Georgia and Florida.**Accomplishments:**

- #2 Sales Representative for FY95
- Only Territory Sales Manager to Qualify for Representative of the Year after being reestablished in 1990 (must exceed 90% of quota in all product categories)
- Territory Sales Manager of the Year FY85 (Award not given from 86-89)

Education:**Bachelor of Arts, University of South Carolina**