

TERRY LEDBETTER

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education

2000-2002

RICE UNIVERSITY, JONES GRADUATE SCHOOL OF MANAGEMENT

HOUSTON, TX

Candidate for Master of Business Administration Degree, May 2002. Cumulative GPA 3.61. Pursuing general management curriculum with emphasis on finance. Upon admittance, awarded merit scholarship of \$8,000 annually. GMAT score 700 (95th percentile). Elected as Chief Investment Officer of the M.A. Wright Fund, a student-managed fund overseeing a portion of the University's endowment. Awarded AIMR scholarship for CFA Exam, Level 1.

1996-2000

WHEATON COLLEGE

WHEATON, IL

Awarded Bachelor of Arts, *cum laude*, in Business and Economics. Dean's List six semesters. Cumulative GPA 3.62 (3.8 in major). ETS Major Field Test In Business II score 188 (99th percentile).

experience

summer 2001

C.L. KING & ASSOCIATES

ALBANY, NY

Summer Intern

Assisted senior analyst at small cap value brokerage firm by researching equity securities, primarily for companies in the aerospace and textile industries.

- Initiated research on companies of interest by studying their annual and quarterly reports, developing financial models, and preparing questions for the ensuing conversations with the companies' management.
- Identified and contacted knowledgeable industry personnel to discuss economic, technical, and competitive issues facing various companies as part of the research process.
- Produced various reports such as the primary draft of an initiating coverage report for an apparel manufacturer and a comprehensive industry outlook for the nuclear energy industry.
- Conducted further research on companies followed by senior analyst by listening to conference calls, consulting various publications, and updating financial models.

spring 2001

IDENTIGENE LABORATORY

HOUSTON, TX

Consultant

Determined product profitability through an Activity-Based Costing study for DNA testing laboratory. Experiential learning portion of MBA program.

summer 2000

STATE NATIONAL COMPANIES

PASADENA, TX

Service Representative

Monitored loans at credit union account to ensure its collateral was insured.

- Investigated unique situations, contacting insurance providers to clarify details of related policies.
- Coordinated information and activities with liaisons at the credit union.
- Handled customers' complaints and questions, responding with diplomacy and using everyday language to explain sophisticated financial concepts.

summer 1999

INSTANT AUTO INSURANCE COMPANY

IRVING, TX

Research Intern

Completed several projects for start-up insurance company which had recently raised \$50 million in a private placement. Earned 20% performance bonus.

- Identified and investigated potential acquisition targets by which to accelerate entry into strategic markets. Employed industry software to perform queries and then examine candidates.
- Researched regional competitors and developed counter strategies. Gathered information through research at Texas Department of Insurance (Austin, TX) and mystery shopping.
- Developed, administered, and analyzed results of marketing survey involving 150 participants in order to assess effectiveness of current marketing campaign and redirect its strategy accordingly.
- Supervised and directed college intern conducting Internet research.

personal

Manage personal investment portfolio. Personal interests include golf, mountain biking, fly fishing, backpacking, and darkroom photography.