



October 27, 2003

Glenn,

A couple of days ago I was thinking about everything that Varsity taught me those two summers...in retrospect I owe my current success to your program. I just wanted to write you a quick note to thank you for the fantastic opportunity you gave me in selling books. Varsity changed my life.

My experiences in Varsity and the documented week-to-week progress during the first summer opened lots of doors for me. For example, teachers in my business classes had me teach the sections on the steps of the sale, and I had no problem getting the human resources internship at the hospital that I wanted over 10 other applicants. Most importantly I talked my now wife into dating me after 3 "no's," because I knew that every time I heard no I was closer to hearing yes. Obviously, overcoming objections is one of the most important skills that I learned.

Another important skill VIP taught me is how to be a leader instead of a boss. By giving me the opportunity to help train the new kids the next summer and help them solve their problems throughout the summer, you gave me invaluable management experience that I never would have gotten at age 20 somewhere else. Plus, I can't think of any better example of a leader to model than you, especially after watching 30 other kids also succeed in the same way I did.

The second summer taught me how to gain trust quickly, get referrals, be a leader, communicate more efficiently, and it netted me an after expense profit of almost \$11,000. Most importantly I learned how to work with businesses and with people in all walks of life to meet their needs. After managing 3 kids my second summer I was offered 4 jobs upon returning to Harrisonburg...I didn't even have to go out looking for them, they came to me. In the interviews I knew the type of questions they would ask because a couple of months before I had been screening kids to join VIP. When I would show people numbers from the summer their eyes would widen, and right then I knew that it wasn't a matter of if I would get the job, but rather how much they would be willing to pay me.

My experience in dealing with successful people during the summers has made me very successful in the insurance industry, where after 10 months on the job I have made first year commissions in excess of \$39,000. The most frequent comment I hear when cementing the sale is "I feel good about the decision because you listened to me and we discussed my options, unlike the other guys who just tell me what they think I should do," and VIP taught me how to do that. My exposure to over 3,000 people in two summers has given me a jump start in this business where the average agent meets with a couple hundred people a year.

The day in April of 2001 when I signed up for the first summer changed my life forever. Your leadership and strong Christian faith gave me hope, a great role model, a positive attitude, lifelong friends, a great job, and a beautiful wife. Once again, thank you.

Sincerely,

  
Jonathan Coddington