

**First Union National Bank
of North Carolina**

201 South College Street
Charlotte, North Carolina 28288



The Varsity Company
Thomas Nelson Publishers
P.O. Box 14100
Nashville, TN 37214

Dear Sonny Crews:

How's everything in Nashville. I just wanted to let you know how much my summer with the Varsity Company has meant to me since I was in Silsbee, and Conroe, Texas in the summer of 1983. I went to Silsbee, Texas first with my roommate (Rick) from College. Rick and I had been in Silsbee for two weeks when he picked me up one night, and told me he was going home, and asked me to come home with him. I was depending on Rick for transportation, but I told him I was not going to quit. I called you that night, and you said: "What do you want to do Big'un!" I told you I wasn't quitting. I went out and sold the next day. After what was my greatest sales day to that point, Johnny Brown, my student sales manager, stopped at the door where my most recent customers had invited me into their home for their daughter's birthday party. They were feeding me hot dogs and birthday cake. In the middle of my second hot dog the doorbell rang, and there was Johnny. It was the first house he stopped at to inquire if anyone had seen a brown headed guy carrying a leather case, going door-to-door. I remember hearing Johnny saying: "No, he is about six feet tall, 150 lbs..." and the man telling him, "Yes, he is in the kitchen eating hot dogs."

I remember when I was at the lake with my roommate, Alan Dawson, in Conroe, Texas (where I went after Rick left). Alan and I were playing Frisbee on July 3, when I dove into the lake and hit bottom face first. Thanks to the grace of God, I walked out of the lake. After a trip to the hospital, I was sent home with a soar neck.....missing some teeth, but I was OK. My mouth hurt, and I thought I wanted to leave Texas, but after I talked to you, I was convinced that I was staying. I have never regretted that decision.

I remember things from that summer like they were yesterday. Knocking on my first door and praying they were not home. Man, was I scared. But after my first customer answered the door, I was fine. The training and studying in Sales School carried me right through.

I learned more about people that 3 months than I have since. I got a chance to experience every different culture of people in a city where I had never been before. That means I took no preconceived notions of how the people acted before I met them. I learned how to communicate with all people, not just my normal circle of friends.

I currently work at a computer help desk where I am an upper level support person for First Union National Bank. I have talked to thousands of people since I have been here, and my co-workers often make the comment that I can talk to people on their own level. I should be able to, because I have been where they live. Good communication skills is one reason why I have my job.

Sonny, I thank you for the opportunity to go to Texas. I loved it. I would do it all over again. It showed me what I am made of, when all I had knew for sure was that God wanted me there. I worked a lot, prayed a lot, played a little, made good money and I am stillharvesting the fruits of my labors that summer.

Many thanks to you and the Varsity Company,

A handwritten signature in cursive script, appearing to read "Stuart A. Condie". The signature is written in dark ink and is somewhat stylized.

Stuart A. Condie

P.S. I use a saying you taught me. I have found it to be very powerful. I am sure you remember it:
"PLANS CHANGE- DECISIONS DON'T"