

Dear Varsity,

I want to take this opportunity to tell you how pleased we are with the Varsity Program that our son Michael DiPilato, has been involved with the past two summers. As with many parents, we were skeptical when Michael called from college saying he was thinking about selling books door-to-door over the summer and could make a great deal of money. After calling the company, you graciously answered our questions and then sent information and letters from parents whose children had been Bookmen. It all sounded like a good learning experience for Michael – and what could it hurt for one summer? But it turned out much more! The entire experience: from the “excellent” training throughout to the “excellent” individuals he worked with could not be duplicated in any other job experience for young people that I have observed.

My husband and I attended a Sunday meeting the first year and the awards presentation banquet in Nashville, TN this year. These are such an enthusiastic, energetic and hard working group of young people. It just makes you feel good being around them! They are definitely the top of their class in personality, intelligence and work ethics. These are the future entrepreneurs and leaders in the business world.

My son, Michael, had always been persevering and hard worker, but working with Varsity has made him aware of potentials he may not have realized in dealing with people, and sharpened other abilities through the experience. He has become more out-going, self-assured and confident in himself and his abilities. He has had to take care of himself at a distance from home and school, be organized and self disciplined. It’s given him a view of what working in the “real world” is like - even if only the summers. He has been financially able to purchase a car, earn spending money for the college year and put some aside for savings. In addition, he has been fortunate to have made invaluable friendships that will continue through the coming years and assist in networking – which is so important professionally. We all have abilities, but it takes a special knowledge in knowing how to recognize these abilities and use them for the greatest benefit of the individual. I feel that Varsity is doing this.

If any parents are considering this opportunity for their son or daughter and have any questions of concern, I would welcome them to call me at (770)-487-0574.

Thank you again, and Michael is looking forward to another summer with your company.

Sincerely,
Marie Melore