

September 05, 1995

Dear Sonny;

It was great to hear you had another great summer. I sure appreciate the opportunity I had to work with you and Roger. I really hope others looking for a program to grow with seriously consider the Varsity Internship Program.

The lessons I learned while working with Varsity have been of great benefit to me. It was a great chance to take those things my family instilled into me and put them to work. I hope you can share this letter with students and help them decide if the Varsity Internship Program is something they would like to be considered for.

I am now in my last year of chiropractic school in Davenport IA. I worked with the program from the summer of 1989 to the summer of 1992. The people I met and associated with allowed me to grow and learn some valuable lessons that I use daily.

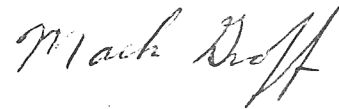
For example, the ability to meet and deal with people. Over the four years I helped fill thousands of families educational needs. While I met their educational needs, I was also building my communication skills. This skill is of vital importance in my profession. As I find health care needs of my patients its vital I clearly explain their needs or options and whether or not I can fill them.

The experience I got in time management, business management, goal setting, one on one skills, team management, and being around people with a positive attitude are unreplacable. The fact is that there is no other place you can get these experiences that

fast, and still have such a rewarding summer. It typically takes five to ten years into a profession to get the experience you can gain in a summer with the Internship. Yes it is a lot of work, it is not easy, but if you are willing to listen and be teachable, you can have a fantastic summer. When you graduate from college and you are sitting in that interview pursuing that job along with a few hundred other applicants, why are they going to pick you? You will have graduated with a similar degree and academic background as all the others. The only thing that can be different is what you did with your summers and the experiences you gained.

The summer I started the Internship I could have gone home and worked as a logger making a great wage and had a enough to go back to college. The fact is though I would not have gained the experiences I needed to set myself apart. Don't trade your summer for a paycheck. When the day is done and the money is spent, what will you have to show for it? Your time is invaluable!

God Bless and Keep,

A handwritten signature in cursive script that reads "Mark Groff". The signature is written in black ink and is positioned above the printed name.

Mark Groff