

Catherine P. Hankins
1207 Forest Wood Cove West
Collierville, Tennessee 38017

Mr. Glenn Ransom
Varsity Internship Program
P.O. Box 141000
Nashville, TN 37214-1000

Dear Glenn,

In a few days Dan and I will be coming to Nashville to attend our third Varsity Banquet at which all of the bookmen are recognized for their efforts during their “summer jobs.” It’s hard to realize that Connie has worked for Varsity for three summers!

We believed from the beginning that the Varsity Internship Program was a great opportunity and that Connie would be good at a job like this—being a bookman. The training she has received in sales school and the experiences on the “book field” will be of value to her in everything she chooses to do in the future. And, each successive summer has brought different and equally valuable lessons. But, I think, of all that Connie has experienced, she would tell you that it’s the camaraderie among the bookmen, the wonderful people working at the headquarters in Nashville, and the caring attitude that you have shown to her that are the things for which she will always be grateful and will remember.

The toughest challenge for a parent is “letting go” and allowing your children to make decisions for themselves. Naturally, Dan and I carefully considered the risks and rewards when Connie told us about this job opportunity several years ago. But, we knew that ultimately the decision was hers. We are so proud of how well she has done.

Thank you, Glenn and everyone at Varsity, for this terrific opportunity!

Sincerely,

Cathy Hankins