



State Farm Mutual Automobile Insurance Company

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STATE FARM INSURANCE CLAIM OFFICE
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Gray, Tennessee 37615

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Sonny Crews
c/o Thomas Nelson Publishing
P.O. Box 141000
Nashville, TN 37214-1000

Dear Sonny,

I wanted to take this opportunity to write and convey to you the appreciation I have for my experience with the Varsity Company and the positive influence it has had on my life. Through seven summers of selling, I learned to improve my ability to communicate with others, to have a positive mental attitude and, most importantly, I was able for the first time in my life to tap my full potential. These skills helped me make it through law school and have been invaluable to me in my present position at State Farm where I negotiate daily with attorneys and other clients.

It is rare that an individual has an opportunity to surround himself with the caliber of people that I did at the Varsity Company. I can only hope that more individuals will quit selling themselves short and "go for the gold". In an age of mediocrity, it is refreshing to see an organization that is dedicated to excellence---a dedication that permeates the entire organization, beginning with the president of Thomas Nelson and continued by you and your field managers. Looking back, I am sure that my chances of success would have been greatly diminished had I not been a part of the Varsity "experience". I am just thankful that I did not listen to my friends who thought I was crazy for passing up a job with the railroad to go sell books in Oklahoma.

Sonny, I wish you the best of success this summer and again want to thank you and the Varsity Company for changing my life. If any of your students ever need a position after graduation in the upper East Tennessee area, have them give me a call.

Sincerely,

David Johnson