

Glenn Ransom
Varsity Internship Program

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Dear Glenn,

Over the last several days I've spent some time reflecting on what the Varsity Internship has meant to my professional and personal development. Not a day goes by that I don't use a skill or principle that I learned from selling books. The experience I gained during my five summers with Varsity has been pivotal to my success in the pharmaceutical industry, including helping me break into this competitive field. During my final interview my future manager was amazed that I had been able to relocate to a new town each summer and be successful in a straight commission sales job. When he asked if I felt I would be able to excel in pharmaceuticals I was able to reply with confidence that there was no doubt in my mind. One of the obvious benefits of working with Varsity was the sales experience. During sales training with Boehringer, I was surprised that most of the sales techniques being taught I had learned on the book field and had the opportunity to practice for five summers. The most valuable lessons I learned from Varsity, however, had little to do with sales. These skills are transferable across all occupations and walks of life. The self confidence I gained from getting out of my comfort zone and selling books has been invaluable to me. I learned a lot about persistence and the importance of keeping a smile on my face no matter what my circumstances. On the bookfield I learned things like remembering people's names and making a good first impression. The organizational and leadership skills I learned with Varsity have been extremely helpful both personally and professionally. I highly recommend that anyone who plans to have a career either working with people or in leadership or owning their own business pursue the Varsity Internship Program. Students have an incredible opportunity to learn so many valuable principles in



such a short time and be head and shoulders above their competition in the job market. Obviously the Varsity Internship isn't the only place one can learn these principles, but it is the best I've seen. Incidentally, it's also a great way to pay for college. I don't know where I'd be right now if I had chosen not to work with Varsity, but I know that I would definitely not be where I am today. Most reps in this industry work in outside sales for five to seven years before being hired by a pharmaceutical company. Varsity gave me the resume experience to be hired directly out of college and to make an immediate impact. I was named the rookie of the year for my region this past year and I attribute that to my experience with Varsity. Glenn, I appreciate everything you and the other leaders with Varsity have done for me and wish you the best in the future.

Sincerely,

Owen McCullough