

Glenn,

It was great to talk to you today and catch up on your latest accomplishments. Congratulations on taking this responsibility for the SCORE Division so many years. For the years that I got to work with you in the Varsity Program, I can't tell you what a personal impact you had on my life. I stumbled across Varsity because a couple of my friends were going to go work with you during the summer time and they told me that the average college student could save \$3K to \$5K for a summers worth of work. Because I was paying for my own school bills this was interesting to me. I tracked you down after that and we sat down for one of the longest and most thorough job interviews I have ever heard of much less participated in. We met the next day and discussed the fact that my parents were dead-set AGAINST me taking the job. You were concerned they were going to talk me out of it and I told you I believed I could do it. I told you I was a hard worker with an above average intelligence and I would do exactly what you told me so if I failed it would be YOUR fault not mine. You hired me and I did exactly what you told me to do which placed me in the TOP 20 Rookies for that year. I don't want to sound egotistical because my roommate was NUMBER 1 and he beat me in sales every week except one during that summer. I was truly out of my element doing something I NEVER had done before and it changed me forever.

My personal sales were always pretty good but what I really sunk my teeth into the next few summers was Recruiting a Team and then Building and Organization. I remember being frustrated my second summer when some of the folks that I had surpassed in personal sales the previous summer began to beat me in weekly sales contests. I remember one particular Sunday Meeting when a couple of guys and gals that I had started with last year were exploding in personal sales and handing me a sound beating for the 3rd or 4th week in a row. I was truly discouraged and you sat down with me and asked me to list out my personal sales and add the sales from everyone else in my organization and add them all up. You then asked me to compare my team sales to the individual accomplishments of some of the other folks that had been outselling me. A light really went on for me that day and since then I have really poured my efforts and talents into recruiting and training which has opened tremendous opportunities for me ever since. Don't get me wrong, I'm still a pretty competent sales person, but my real satisfaction and passion has been finding the right folks to join the various companies that I have worked with and preparing them for success and watching them excel. I have had so many salespeople that have become extremely successful in sales.

I look back to those years and credit hard work and Glen Ransom for providing an opportunity and an example for success. I had no real perspective of the value of the training I was receiving dealing with people one on one. I also had no perspective of how incredibly pertinent the sales training was that I received from Varsity and especially Joe Martin. I have told you a couple of times over the phone this next statement, but I want you to share it with prospective students and even their parents if you can. Outside of my family, you have made the largest positive impact on my professional life of anyone else I have met and worked with. We worked together through 3-4 of the most formative years of my adult life and I got the opportunity to succeed and more importantly to fail and how to deal with it. I got to hire some people, coach some others, encourage them, redirect them and sometimes fire others. You set the right kind of example for me that was success through dedication, consistency and most importantly, Integrity.

Many college students are in school to POSTPONE reality and this program is NOT for them. There are a ton of college students that are there to get PREPARED for reality and they need to jump in with both feet to this kind of program. I am in a position today where I review resumes at the rate of over 200-300 per month and I always look at what someone actually DID when they were in college or what they have really DONE since then. I don't look at their titles or their clubs and activities. I look for someone who has done something above average that was truly challenging. College has turned into more of a social event with classes and homework schedule in. I was reading that over 80% of people today are working in a career very different than what they studied in College. That says that each and every one of these students NEEDS some RELEVANT experience to stand out of the crowd. I have enjoyed the privilege of never having to participate in a job hunt because companies seek me out and that is because of the things that I learned working with you in the Varsity Program. Today I am responsible for about 150 people in various departments which is a great challenge but I still use the basic concepts that I was taught 15 years ago as a student in the program.

I know this letter will sound a little over the top for some but if you have a student that you really think is worth the effort, have them call or email me. Typically, if a student can't make this decision on his or her own once they hear the facts, this program is not for them. Occasionally, you may have someone who is just a very methodical thinker and wants to talk to someone that is not involved in the program to give him or her some real-world opinions. If I can help, let me know. I look forward to the day when my kids go to college so I can watch them go through this life experience. I'm sure I'll have a lump in my throat as they go off to Sale School but I want to Prepare them for life and not Protect them from it.

Sincerely,

Chris McIntire
Vice-President of Direct Sales
ABANCO International, LLC
Varsity Alumnus 1988 – 1990
Top Twenty Sales Award Recipient
President's Club Award Recipient
Top 3 Team Sales Award Recipient