

April 27, 1995

Mr. Sonny Crews  
c/o Thomas Nelson Publishers-Varsity Co.  
Nelson Place at Elm Hill Pike  
Nashville, TN 37214

Dear Sonny:

Man it was great seeing you last week! I can't believe that I think about the book business as much as I do! Sonny I have been wanting to write you a letter ever since I left Nashville but it seems that I could just never find the time, I'm sure that you can understand! If I tend to ramble I'm sorry but I haven't mastered the art of typing yet.

Sonny you are the Varsity Co. and if it weren't for the Varsity Co. I wouldn't be where I am today and I can guarantee you that hundreds of other people wouldn't be where they are either. The good Lord could not have chosen a better man for the job!! I was blessed with having a lot of great sales managers when I worked at Varsity, Frank Miller, Phil Barbee, Bob Hicks, Gordon Boggs and I learned a lot from each of them, but the one constant throughout my career was Sonny Crews.

I have bored and hopefully enthralled more people with my stories about the bookfield and without question everyone cannot understand why I did it, and quite frankly if it weren't for Jim Moore I wouldn't have and I would have missed out on some of the most thrilling moments of my life. In other words I have no idea where I would be without the book buisness it's actually beyond comprehension!

I can't speak for anyone else but the Varsity Co. and Sonny Crews in particular have made the most profound impact on my life than anyone besides my mother and father. Sonny I'm sure you know that you've helped people with their lives, but I don't think that even you can comprehend what you have done and are continuing to do. Thank you Sonny for helping me and continuing to be such a positive influence, I can tell you straight-up that if weren't for the Varsity Co. I don't have a clue where I would be today!

I don't want to get mushy, but Sonny Crews you are doing a great thing and I don't feel that you are getting the credit you deserve ! If there is ANYTHING that I can do for you or your cause, VARSITY, just let me know and it is as good as done!

God bless you Sonny Crews and keep up the good work!!!!

Your Friend Always,  
  
Steve Smith



**RE/MAX**  
Professionals, Inc.  
Independently Owned and Operated  
**Steve Smith**  
Broker  
Top 1% in Sales Nationally  
420 Hurstbourne Lane  
Louisville, Kentucky 40222  
Office: (502) 423-1331  
Residence: (502) 245-9585  
Fax: (502) 222-1712