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THE NORTHWESTERN MUTUAL LIFE
INSURANCE COMPANY • MILWAUKEE



W. W. "BUBBA" YOUNG, III, Special Agent

William S. Cochran, CLU, General Agent

August 22, 1979

Sonny Crews
% The Varsity Company
302 Seventh Avenue South
Nashville, Tenn. 37203

Dear Sonny,

I just wanted to drop you and the entire staff at the Varsity Company a short note of thanks for all that you've done for me over the past four years. A day doesn't go by that I'm not thankful for the opportunity you gave me at an early age, to discover my true potential in life and learn the sound fundamental work habits that proceed success in any business.

My job demands that I use daily, the same basic selling skills and techniques that I learned in sales school back in 1975. The inner strength and self-confidence I learned through selling books for three summers, as well as working as a student manager, have changed my entire frame of thought to one of higher ambitions and loftier goals.

When I look back at what the Varsity Company meant to me four years ago and what it means to me now, my belief in your program and sense of gratitude for being a small part of it grows stronger each day. I can say, without hesitation, that to this day, my involvement with the Varsity Company remains the single most gratifying and rewarding experience I've ever had.

Sincerely yours,

A handwritten signature in cursive script that reads "Bubba Young".

Bubba Young

BY/le