

Dear Glenn,

I just wanted to take a few minutes to let you know just how valuable my two years on the book field with the Varsity Internship were to my 22 year career as a police officer.

The communication skills that I learned selling books greatly assisted me in not only getting hired in a very competitive field, but were also very useful my entire career when it came to dealing with the public, as well as co-workers and supervisors.

The courage and confidence obtained by going door to door, speaking to people that I didn't know, was greatly responsible for allowing me to do the same thing my entire career. It didn't matter if it was a victim, witness or a suspect, the skills I learned on the book field were invaluable, and taught me how to deal with negativity and even rejection at times.

I never did promote and spent my entire 22 years either in a patrol car or on a motorcycle in the traffic bureau. I say this only to recap that I was able to use the skills and experienced gained on the book field on a daily basis dealing with the public, and I loved it!

Thanks again for the experience of a lifetime.

Forever grateful,

Jim Quill
Tempe, AZ Police Department (Retired)