

W A L L

F I N A N C I A L G R O U P

To all the potential future leaders of the world!!

3/3/2017

I know that sounds like a crazy intro above, but I believe if you take part in the internship provided through Varsity, you will be in that category!!

I had the great blessing of meeting and working with Glenn Ransom and the crew from Varsity for several summers and I can tell you it was one of the hardest and most rewarding things I have ever done. I didn't realize until later in life the impact that selling books had on my life, but it was huge. Over the years, I have been blessed with the opportunity to start and grow several companies as well as share advice on many national news outlets like CNBC, Fox, Bloomberg, Wall Street Journal, Forbes and others. I have also written 2 best-selling books and am the host of the Wealth and Health Show. In addition, our firm offers coaching and motivational speaking. I share these accomplishments for 2 reasons. One, I realize that every good and perfect gift is from above and secondly, the confidence and skills learned over the summers of selling and the 2 seasons of team building, have made a greater impact on my success than any other training I have obtained.

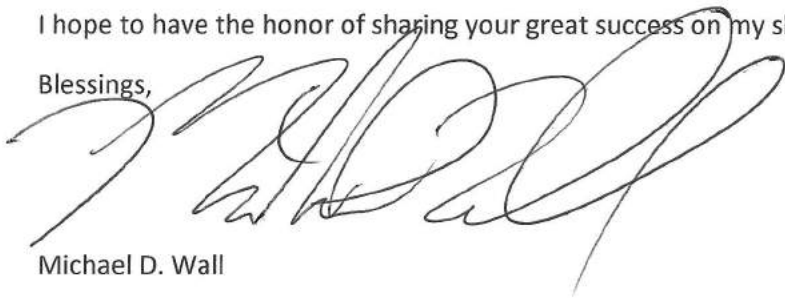
I give all glory to God for aligning me with Varsity. I can tell you that it will not be an easy road, but it will be a rewarding one. If you are looking for an opportunity that WILL set you apart from your peers, regardless of your major, Varsity is it. Anyone can do an internship at a company where you push papers or grab coffee or do whatever is asked, but only those who are mentally tough or want to be will learn to mentally push themselves to success in a door to door internship.

My suggested roadmap for you to fully maximize all the benefits from Varsity would be to sell at least 3 summers and build 1-2 teams. If you only sell one summer, you will not have the opportunity to really reap the harvest from all you have learned. By the 3rd summer you are moving into "Pro" territory and any employer will see that you have mastered something that is hard to find today, perseverance and loyalty. When you build a team and train others you will grow exponentially. The more we teach the more we learn.

Again, this will not be easy, but neither is obtaining stand out success in our world today! I will leave you with a quote that is on the cover of my most recent book... "If you move with purpose, you collide with destiny!"

I hope to have the honor of sharing your great success on my show someday!!

Blessings,



Michael D. Wall