



Dear Glenn,

I am honored to write a letter of recommendation for the Varsity Internship Program. During my freshman year of college I was waiting tables in a restaurant. I was finding it hard to save money. My friend, Tess Elliot, shared her experience with the Varsity Program with me. She told me she worked 12 weeks out of the summer and saved \$4,000 after expenses.

That seemed like a good opportunity to me. I felt like if she could do it then I could, too. Saving that much money during the summer would eliminate financial pressure during the school year so that I could focus on my academics. I decided to take a chance.

The next thing that impressed me about the program was the interview process. The Varsity representatives were so professional. It was excellent practice and very similar to the corporate interviews I have gone on since. The program was so well organized. I liked the fact that I would receive college credit for my work during the summer. I knew it would be difficult leaving my friends for the summer, but I knew that they would be there when I returned.

During sales school, I paid very close attention. I committed the sales talk to memory. I learned about the sales process and how buyers make decisions.

Driving to my territory that first summer there were many doubts that crossed my mind. What if I didn't sell any books? What if I didn't make any money? What if people wouldn't listen? My instructors at sales school had prepared me for these doubts. Using the positive thinking techniques I had learned in sales school, I put the negative thoughts aside and focused on controlling what I could control. Learning to focus on the positive to increase my performance has been one of the greatest life lessons that came from my experience selling books.

That first summer I followed the suggestions of my manager by giving 20 presentations today to qualified prospects. By the end of the first week I was averaging 4 book sales a day. This was exciting. I was on my way to saving the monetary goal I had for the summer! As the summer progressed, my sales skills increased and so did my profits. I gave my presentation to 1440 families that summer. In addition, I saved \$12,000 after expenses.

More importantly, I heard yes and I heard no many times. I kept my thoughts focused on positive and let the no's roll off my back like water off a duck. I gained a new level of confidence and a skill set I had never even imagined. I would have never learned these skills from a classroom or sitting on the beach. It was such a great experience; I sold books for the remainder of my college career.

Since graduation I have been on many interviews with companies large and small. In every interview, the interviewer would always want to talk about my VIP experience the most. VIP laid the groundwork for the job I am in today.

As a pharmaceutical and medical device representative for Johnson and Johnson, my daily activities are exactly the same as with VIP. I call on qualified prospects, give product demonstrations, and close the sale in order to meet my business objectives. You are welcome to look up my LinkedIn profile and see my documented sales experience. If you're interested in a job in pharmaceutical sales or medical device sales I can think of no better training ground than the VIP experience.

Sincerely,

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