



March 15, 2016

Glenn Ransom  
Varsity Internship Program  
5303 Big Dry Run Rd.  
Butler, TN 37640

Dear Glenn,

Thirteen years ago, I finished my sixth summer working with the Varsity Internship Program. That experience continues to be one of the toughest and most impactful experiences I've ever had. In those summers as a college student, I was able to earn enough to cut my undergraduate debt in half, but the experience itself has been even more significant for me personally and professionally.

Over six summers, I sat down with 1,000s of families to talk about their values, dreams and struggles. I was there to sell a product, but interacting with them taught me how to listen and ask questions—and those skills have been invaluable in countless ways.

As a pastor, I have had the incredible privilege of sitting down with people of all ages and being invited into their deepest struggles. Rather than being worried about what to say, my experience with Varsity prepared me to pursue people's hearts and listen carefully. I was able to hear what was *not* being said and with my theological training in seminary offer insight from God's Word. It's been an amazing combination.

As a husband and father, I find myself coming back to some of the basic principles I learned on the bookfield: faith, hope, self-discipline, and confidence. Being a dad to three children (one of them autistic) has been a huge blessing and a great challenge. I don't always know what to do, and I don't always respond to difficulties the right way. But the confidence I experience in God's grace and mercy was in many ways forged first on the bookfield. For that, I am deeply grateful.

I commend this program to any college student looking for a challenge and an opportunity. Selling door-to-door, if you persevere, will teach you courage, endurance and confidence in a way few things can. You'll also learn practical skills that you'll use for a lifetime.

In Christ,

A handwritten signature in black ink, appearing to read "Darrell Yoder". The signature is fluid and cursive, with a long horizontal stroke at the end.

Darrell Yoder  
Program Director  
Talking Points, Pirsig Scholars Program