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Dear Glenn,

The Varsity Internship experience was definitely one of the most positive life-changing experiences in my life. Looking back and remembering my 2<sup>nd</sup> interview in a small room next to the Bob Jones University career center, little did I realize then how important and life-altering the decision to pursue Varsity would be. I was a Junior Engineering Science/Physics major looking for a job that would enhance my resume and prepare me for life. Instead of pursuing a technical internship prospect or summer school, I chose the Varsity Internship Program. The program sounded like the best opportunity to build real-world skills and prepare me for the future. Since I was in a technical field, many of my friends and even family thought that I had made the wrong decision in pursuing Varsity, but the skills and personal growth I developed would later prove them wrong.

The sales training, leadership development, communication and personal skills I learned during the Varsity Program, have been invaluable during the many cross roads in my life. The self-confidence I gained from being a top ten seller in the Varsity program has given me the confidence to pursue many stretch opportunities. The communication and sales skills were crucial in my acceptance into the Masters Mechanical Engineering program at Clemson University and obtaining a graduate research assistantship. These skills were invaluable in my four publications, two conference paper presentations, and an award for best graduate presentation.

The interview, sales, and negotiating skills gave me an advantage in my application, interviews, and offer into GE Energy's coveted Accelerated Career Development Program. In my current technical career at GE, the communication and sales skills have definitely set me apart from my peers and allowed a great number of career opportunities that have passed many of my peers by. In today's business climate, whatever career path one chooses, communication is the number one skill to possess to be successful. One must be able to effectively communicate ideas and lead teams to accomplishing strategic goals. I was able to learn and practice communication and leadership daily on the book field. One summer, I was able to practice my communication skills by sitting down with over 1,000 families. I am so glad that I was able to practice and learn there than in my job where the price is a lot higher. In my current position as a systems leader of a development program that crosses five major businesses and three countries, there is not a day that goes by that I do use those skills learned on the book field.

In addition, my Varsity experience gave me the advantage needed when I applied and was accepted to the MBA program at Carnegie Mellon University. Repeatedly, during the written and verbal portions of the application and interview I referenced lessons learned and experiences gained during my Varsity experience. The time management skills I learned on the book field have allowed me to continue accelerating my career, pursue the MBA at night, and have time on the weekends to spend with my wonderful wife and 20-month-old son.

I want to personally thank you for the part you played in my life introducing me to Varsity and for the skills and life lessons I acquired through my book-selling experience. I appreciate the time you took to train me, listen to me, believe in me, and even help me through some difficult decisions in my personal life. Many of the lessons and values I learned while working with Varsity are ones that I have carried on in my workplace and family life. Your constant effort in me has made a difference!

Sincerely,

Jason J Fuller