

BUSINESS
ACCT MANAGER

NCR CORPORATION

INFORMATION IMAGING SYSTEMS



November 8, 1988

Mr. Sonny Crews
The Varsity Company
Thomas Nelson Publishing Company
506 Nelson Place
Nashville, TN 37214-1000

Dear Mr. Crews:

I would like to take this opportunity to express my appreciation for all the time and effort you and all the folks at Varsity have spent with me during my two summers working with Varsity.

I feel that my time and effort spent working for Varsity has been a tremendous help in the interviewing process after graduation and in my current job. The hard work, long hours, and goal oriented environment has really helped me focus myself and my career objectives.

Presently, I am an Account Manager for NCR in the San Francisco area. Everyday, whether I am out meeting with clients, making cold calls, writing proposals or planning my goals, the skills I learned with Varsity have really given me the focus and the self confidence that I feel is essential to be successful in today's business world. For a college student to show the initiative to work and work hard over his or her summer break tells a potential employer a lot about that individual. I have found that the competition is very tough when you get out of school, and anything that you can do to get ahead or set yourself apart from everyone else is a tremendous help.

I would recommend the Varsity Internship program to anyone. Use the program to develop good basic sales skills, high self confidence, goal planning, and a better perspective on your future. I can truly look back and appreciate all the hard work and experiences I had while out on the book field.

Sincerely,

A handwritten signature in cursive script that reads "Bill Marseilles". The signature is written in dark ink and is positioned above the printed name.

Bill Marseilles

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