



October 6, 2005

Dear Glenn:

I just wanted to send you a note thanking you for the opportunities Varsity provided me during my college years. Sure the financial success was great, but as I have progressed, the fundamentals of being successful in life have far outweighed the benefits of graduating from college debt free.

I lived with a great family my last summer in Alabama. Ten years ago two of the children were in my wedding and even though our families are 8 hours away, we still get together at least once a year. They are such a blessing and I am so grateful that even though I had already graduated, I came back to the program for one more summer before jumping into the real world.

As the Manager of Advanced Sales Education with FedEx, my team has the responsibility of educating 3000 sales professionals in two main areas:

- Increasing skill levels in the areas of Solutions Selling, Negotiations and Presentations
- Developing future leaders through our sales management program

While there are many great companies in the world today that provide sales training, the fundamental skills that I received in Varsity's sales school were among the best. Furthermore giving 3000+ presentations over the course of 3 summers definitely advanced my ability to effectively communicate with people, not just for business meetings, but for church and community programs as well.

Developing future leaders should be one goal of any forward thinking organization. There are many things that I learned from your leadership that I now use with my team and our management trainees. We have a positive reading schedule that includes books on goals, leadership, coaching and personal development. In addition to a business focus, we conduct seminars on work/life balance and provide personal examples on how to be successful in both life and business. Last but certainly not least, we foster a positive environment and reinforce that "Your attitude, at the beginning of any task, more than anything else, will impact your results."

I wish all the best for you, Kathy and the kids. I am so grateful for the opportunities provided through the program, for me and many of my lifelong friends. If there is anything I can do to assist you, please let me know.

Sincerely,

A handwritten signature in black ink that reads "Chas Weems".

Chas Weems
Manager, Sales Development & Education