



March 3, 2004

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

Dear Glenn:

The Varsity Internship Program has many benefits for our students. Among the most important are learning to be a team member, developing a strong work ethic, and the ability to be a witness for the Lord.

Door-to-door sales is certainly not for the faint-hearted or as the book of Proverbs describes a "sluggard". Skills learned include dependability, persistence, responsibility, initiative, and good organizational skills.

In conclusion, the Bob Jones University students who have participated in the Varsity Internship Program have been successful. Thirty-two students have benefited from this program with total sales of \$679,567 and earnings totaling \$264,270. The materials sold are high quality Bibles and educational books.

Sincerely yours,

David W. Williams, Director  
Career Development & Placement

DWW:yw