

***Nancy A. Brindle***  
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Mr. Glenn Ransom  
Varsity Internship Program  
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Dear Glenn,

Our son John had a wonderful summer selling books for Varsity. He loves to be with and meet people so this job was “tailor-made” for him. In addition to doing something he enjoys, John also learned good record keeping, stick-to-itiveness, and how to relate to all kinds of people. All of these skills will be of great help to him in the future.

As we discussed, my husband and I were not totally thrilled with the idea of John selling books. It was not an issue of his being away from home as he hasn't been home for three summers now. Rather, it was a question as to whether the experience would be what he expected it to be. John is a pre-med major and of necessity will need a lot of money for medical school and preparation for it. We really didn't think he would make very much with the expenses of living away from home. What changed our minds was a visit from John's supervisors, Raphael and Owen. They spent a couple of hours answering our questions and telling of their experiences. Raphael is from Brazil and plans to return there as a full-time Christian worker. Since John is interested in going to the mission field, Raphael's comparison of the qualities needed to do well selling books to being a faithful witness made a lot of sense. He said that just getting out and “doing it” was one of the best preparations he could imagine for going to the field.

John had set a goal of clearing \$5,000 this summer. Where we live that is extremely good income for short-term employment. John figures he made \$12-14 per hour and surpassed that goal—and enjoyed doing it. I realize not everyone selling books for the first time will do as well as he did but the other benefits make doing it worthwhile. What benefits? Record keeping, the training to stay with something even when you don't feel like it, the people skills acquired learning to meet people where they are, learning to follow instructions, reading a map, paying your own bills, fixing your own meals (although John lived on crackers, sandwiches, and canned stew), being organized and following through. Every one of these skills will be used by our son in the future, and hopefully will make him a better person.

We have always tried to encourage our kids to try things and do the best they can at whatever they try. John went into selling books with the knowledge that it would be a total commitment of his time for 12 weeks, and it was. But the rewards made it worth it, and he's looking forward to returning next summer.

Thanks for giving him the opportunity to work with and learn from you and your associates.

Sincerely,  
Nancy Brindle