

Administrator

Linda Torres-Webb

Family Medicine

Elizabeth B. Burgos, M.D.
Scott R. Parker, M.D.
Ruth C. Stewart, M.D.

January 4, 2003

Family Nurse Practitioner

Lori Crews, C.F.N.P.
Gayle Pitts, C.F.N.P.
Kathy Reese, C.F.N.P.
Claire Srouji, C.F.N.P.
Suzanne Cole, C.F.N.P.

Roy Loftin
2451 Atrium Way
Nashville, TN 37214

Dear Roy,

General Surgery

A.J. Bethurum, M.D., F.A.C.S.
Bernard L. Burgess, Jr., M.D.
Henry P. Russell, M.D., F.A.C.S.

Just a quick note to highlight how my Southwestern experience has contributed to my medical career.

Internal Medicine

Matthew J. Abbate, M.D.
Richard G. Lane, M.D.
Debra J. McCroskey, M.D.
Bobby J. White, M.D.
Gwendolyn A. Howard, M.D.

First, selling books gave me confidence. After running my own business a thousand miles away from home, interacting with more than 2000 families, and working hard over 80 hours a week, medical school was a comparative breeze.

Internal Medicine/Pediatrics

James E. Powell, M.D.
John D. Scott, M.D.

My Southwestern experience also separated me from thousands of other applicants. Most med school hopefuls do pretty much the same thing during their summer breaks, their GPAs are generally good, and, if they want to get into a good program, they score high on their MCAT exams. The problem? Every resume looks the same—good MCATs, good GPA, and the ever-present “worked in a hospital” for summer work experience. There’s nothing wrong with getting summer experience in the medical field, but as competitive as it is getting in, you need to try to look different...not like everyone else. My resume indeed looked vastly different from my fellow applicants.

Physician Assistant

Laura Guyer, P.A.-C.

Pulmonary

Jack W. Coggeshall, M.D.
Laura Weikert, M.D.

I now run the most profitable walk-in clinic in Vanderbilt’s array of health services. I am selling all the time: selling new patients on me and our practice, selling a smoker on why he should quit, selling insurance companies on paying claims, selling the executive managers at Vandy on how we can improve, and selling patients on why they should take their medications...to name a few. And, when you run an office with nurses, P.A.s, and a full administrative staff, you have to know how to deal with people.

Vanderbilt Medical Group

Dermatology

Michael L. Smith, M.D.

My six summers with Southwestern was a great way to prepare for a medical career. (Financially, it was nice to finish med school virtually debt-free.) I use the skills I learned from selling, recruiting, and managing teams everyday.

Gastroenterology

Lloyd G. King, M.D., F.A.C.G.

Gynecology/Urogynecology

Barry K. Jarnagin, M.D.

Neurology

Kenneth J. Gaines, M.D.

Vanderbilt Page-Campbell Cardio

G. Christian Friesinger, M.D.

Sincerely,



Deb McCroskey, M.D.
Vanderbilt Health Services