

10-12-03

Dear Grant Greder,


I wanted to take the time to thank you and Southwestern for having such an impact on my life. I was recruited back in 1998 after being accepted to the University Of Nebraska Medical Center. I never realized how much a summer internship in sales could benefit someone taking on a career in the medical field. I was privileged to work with Southwestern for three summers and along with gaining invaluable experience I was also able to earn \$85,000 and graduate with my doctorate of pharmacy debt free.

The leadership and responsibility of my internship really helped me develop skills that have lead me to where I am today. After graduating with my doctor of pharmacy degree at the age of 23, I became a pharmacist at Redler's Professional Pharmacy where my business skills and selling ability really became an asset. I decided after two years to venture out and start my own pharmacy in Dakota Dunes, South Dakota which I will be opening next May 2004. My experience with Southwestern in managing a team and running my own business has led me in this direction.

Pharmacy is becoming geared more toward patient counseling. It is important to be able to establish trust and communicate effectively with people. In pharmacy, we encounter all types of people. We are not able to choose our patients. Our patients have all types of personalities, incomes, races, and backgrounds. It is important to connect with each of them in order to establish a relationship where they are able to trust you. Southwestern has taught me many of these qualities, and I believe it has made me a better pharmacist.

For all the students who are trying to decide whether this is the best option for the summer, I will tell you that you will learn everything you need to know to graduate during the school year, but it is what you do during the summer that separates you from the rest of your class. I decided that if I wanted to be a good pharmacist I should stay and work in a pharmacy for the summer and gain practical experience, but if I wanted to be a great pharmacist I needed to challenge myself and do something that separated me from the other pharmacy students. My Southwestern experience proved to be much more valuable than if I had spent my summers working in a pharmacy. I am now able to use this experience for the rest of my life as a pharmacist. Thank you Southwestern for this invaluable opportunity!

Sincerely,


Teresa Broers, PharmD