



# CHINA DISCOVERY TOURS



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## **Dear prospective College Works entrepreneur,**

I would like to thank you for giving me a moment to share with you some thoughts and encouraging words. My name is Craig Hsu. In 2002, I had an opportunity to step outside the box and do something that was truly challenging and amazing. I pursued the CWP opportunity because I knew that I was destined for extreme success and knew of no better way to sharpen my business and personal skills as an ambitious college student. What transpired over the next six months dramatically impacted my character, my skill set, my outlook on life and the level of success I enjoy in my professional career today.

The internship itself wasn't always fun or easy. Actually it was quite hard. Till this day, I believe it was probably the hardest thing I've done in my life. There were setbacks at every other turn and I found I wasn't the best at most things. But I was encouraged that my district manager (DM), Johnny Rhee, was always there to help me through every issue and problem. I am not someone who is easily inspired but I always found myself being motivated in new ways through my peers, the training and most importantly, my DM. Eventually, I overcame my failures and weaknesses to run a successful business. I believe that past failures or challenges are a necessary consequence of pursuing and achieving success. I always tell people that College Works Painting not only gave me a set of business skills but most importantly built my character.

After I graduated, I was able to secure one of the most competitive jobs in the finance industry working for Morgan Stanley. I am certain without the help of College Works; this position would not have been available to me. Currently, I work as the managing director of my company called China Discovery Tours. The skills that I acquired through the college works internship are instrumental in my success as the director of my company.

I know CWP is a tough decision because it certainly was for me also. Many of my friends thought I was crazy for wanting to work so hard and push myself instead of enjoying my college life. However as I look back now, the classmates who felt that just a UCLA degree was enough to make them successful upon graduation, do not enjoy the type of financial or personal success and gratification that I enjoy today.

Lastly, whatever you decide to do, I wish you the best of luck. I know you'll make the right decision that best fits the level of future success you desire. Feel free to contact me at my offices if you have further questions.

Sincerely,

Craig Hsu  
2002 CWP Alum and UCLA grad  
Managing Director, China Discovery Tours