



**Sunrise Mortgage &  
Investment Company**

Commercial Real Estate Finance Since 1983

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Mr. Johnny Rhee  
College Works Painting  
Executive Vice President  
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To whom it may concern:

I recommend the College Works Painting internship as a valuable alternative to the typical summer employment a student experiences. This internship provided a practical step forward in my previously underdeveloped areas of management, client relations and sales. It gave me hands-on experience of how to interact with clients on a professional level and build a working relationship that ultimately created referrals for additional jobs. However, College Works Painting is not for everyone. It is challenging and time consuming. It requires motivation and discipline. You will likely fail multiple times in the course of running your business. This is reality and anyone who isn't challenged by this internship will see little improvement in their skill set. I failed multiple times, but by understanding what I may have been doing incorrectly and implementing changes in my approach I was able to succeed. Throughout this internship, I gained confidence by providing my clients with the type of service I would expect and holding myself to a standard of integrity. This may have been the most important lesson I learned in the business world; that by doing what I said I would do, it not only kept me organized during the day, but formed a level of trust in my clients.

As a district manager, the challenges continued. I was required to be organized, punctual, creative and effective with my time. I further developed skills to lead team meetings, motivate interns and teach others how to run a successful business. Through an understanding of how all the parts of a business work and from what I learned with College Works Painting, I am now confident I am more qualified than 95% of my peers in almost any job.

Currently, I work with a commercial real estate finance company where attention to detail, communication skills and professionalism are required. As a loan analyst, I utilize many of the skills I developed during my time with College Works Painting. In my opinion, this internship is a great opportunity for those who have high aspirations, are motivated and want to be successful in life.

Sincerely,

Graham Updegrove, Loan Analyst  
Sunrise Mortgage & Investment Company