

To Whom It May Concern:

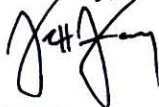
The time I spent with College Works Painting was the most challenging and also the most rewarding seven months of my life. Even after the initial info session, I was skeptical and unsure of the program. However, I was looking for a challenge and an opportunity for personal growth—two things that my DM Eric had promised; so I accepted the challenge. At the first manager training in early February, our VP Johnny Rhee told us that only 10% of Americans ever attempt to start their own business; of that group, only one in ten runs a successful business. Johnny explained that we each would have an opportunity to join that elite one percent. After completing the program, I not only understand why this number is so low, but I can also proudly distinguish myself as part of that one percent.

The company instilled in me the qualities which separate that one percent from the rest—work ethic, perseverance and integrity. Almost everyone has lofty goals and aspirations, but most people aren't willing to put in the necessary work to reach these goals. During the internship, my DM and VPs helped push me past my preconceived limits and motivated me to make sacrifices so that I could reach my own goals. Almost every intern in the program contemplates quitting at some point or another. In business, as it is in life, things rarely go exactly as planned. Not until I took this job did I know the real meaning of perseverance. Anything that could go wrong during the internship did just that. The job produced many stressful situations, but it was in these times of adversity that I learned the most and experienced the most personal growth.

The single most important quality stressed to me during the internship was integrity. Not only did my DM and VPs preach this throughout the program, but they lived it. Put simply, integrity is doing what you say you are going to do. It sounds so simple, yet very few people display strong integrity in their everyday lives. Not only does integrity mean keeping promises made to your clients or showing up when you tell your employees you will, but it also means following through when you tell yourself you are going to work a twelve-hour day. The personal integrity I discovered through the program will not only help me in business endeavors, but in every day of my life as well.

During my seven months with College Works, I accomplished my goals of challenging myself and growing further. The company stresses the fact that relationships are everything, and I couldn't agree more. I built some amazing relationships with my clients, my employees, and most importantly my DM and other interns. I got to work with some of the most driven, hard-working and successful people of my generation. Although I fell short of my goal to make \$15,000, I still earned a respectable \$13,000 over the summer. Regardless of how much money is made, those who last throughout the summer will view their internship as a success. My experience with College Works gave me the confidence to set lofty goals and the qualities necessary to achieve them.

Sincerely,



Jeff Foudy

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