

To Whom It May Concern:

This letter is in reference to my experience as a Branch Manager for College Works Painting in the Southern California Division. I was recruited by College Works in winter 2006.

When I joined the program, I was on track to graduating on time, had been successful as a college baseball player, and was in a various leadership positions on the UCSD campus. I thought I knew about leadership until I was given the opportunity to run my own business. Although given the freedom to make financial and employee decisions on my own, I was never far from the security of my District Manager and even Vice President. They taught me best practices and daily worked with me on an individual basis to ensure my success in the internship. My success was not measured merely by sales figures, but by my growth as an individual as well. I have become a master at balancing school, business, and personal commitments, and achieving my goals in each aspect of my life. College Works also made huge efforts to instill business principles and core values of the highest integrity.

After achieving a high level of success as an intern, I was asked back as a District Manager to coach and mentor students through the same program I had loved. I enthusiastically accepted, and realized that even though I had grown immensely as an intern, I grew tenfold my first year as a District Manager. I expanded my skill set the entire year, learning how to be a mentor and role model for the interns that I was responsible for. What made this year even more gratifying was seeing the interns on my team grow and develop as I had, and ultimately seeing their appreciation for what I had helped them accomplish this year. The relationships I have built this past year are incredible, and I know I could not get the same experience anywhere else. Fortunately, I was asked back again as a District Manager, and am very excited for the start of a new year!

I would immediately recommend College Works to anyone in search of an internship as a college student. The principles go beyond painting and have aided in my development into not just another graduate from UCSD.

Sincerely,

Jonathan Alarcon
Senior UCSD, Management Science and Psychology