



**J. Thomas Reese, CRPC®, AAMS®**  
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Dear Interested College Works Candidate;

College Works Painting is much more than running a summer business. It is about finding a passion in commerce, developing your skill set, and truly defining your potential. It is much more than challenging yourself, more than money earned, even more than the life long friends you will make. This is about defining skills that will not only last a life time, but will help you acquire jobs. The type of skills you will acquire will give you an extreme advantage over other recent college graduates.

Marketing, sales, and business management are just three of the skill-sets you will learn over your internship experience. What distinguishes College Works Painting from other internships promoting a similar experience is that you will actually be doing these tasks, not observing them. Other internships, including the Fortune 200 company I am with today, utilize interns as administrative assistants. Their hands on marketing will go as far as addressing envelopes to potential clients; compared to actually creating and implementing a marketing strategy for your own summer business . With other internships you may be able to see how commerce in action, observe busy people in ties; but, mostly you will be filling coffee cups and filing paperwork. In comparison to hiring, managing, and sometimes firing your own staff; creating systems of organization to make your business more productive and efficient, growing and developing your sales revenue and profit margins; in my mind, College Works was not only fundamental in catapulting me to where I am today, but more fun, challenging, and profitable than any other way I could spend my college summer.

If you are thinking about applying for College Works Painting, please feel free to contact my offices at any time, and I would be happy to discuss how beneficial the program is.

A handwritten signature in blue ink, appearing to read "J. Thomas Reese".

Justin Thomas Reese