

Date: November 25, 2007

From: Richard Headley
1090 Vista Ridge Lane
Westlake Village, CA 91362

Re: Recommendation for Johnny Rhee and College Works Painting

To Whom It May Concern:

I have just concluded my second year as a proud member of College Works Painting. I have now moved on to endeavors challenging me in new ways and cannot be more grateful for the experiences, both developmental, and life-changing, that I had during my involvement with CWP.

My first year as a Branch Operator with CWP was laden with myriad obstacles and challenges, all of which threw me outside my comfort zone suddenly and sometimes unexpectedly, but with calculated effectiveness and unforgettable rewards. I learned so much about myself... my strengths, my weaknesses, and Johnny Rhee and my District Manager helped me realize that the truly successful people in this world are the ones that follow their dreams, chase the horizon, and take the road less traveled. My first year I finished with running \$90,000 in revenue, making over 25,000 in profit and having overall 25 satisfied clients.

It seems that my whole life has been a struggle between me and my closest acquaintances and relatives; a battle to stand up for the seemingly unthinkable challenges I voluntarily put myself through... from racing motorcycles to swearing I would maintain straight A's through High School to running my own business with CWP to my most recent undertaking: a commitment to serve in the United States Army as an officer, a leader of soldiers. But I have learned from my time with CWP, and especially from my mentor Johnny that the best things in life come from taking huge but calculated risks.

It is for this reason that I committed a second year of my college career with Johnny and CWP to be a new executive in the company, District Manager for UCLA. I mentored new interns and taught them the time management, organizational, analytical, and interpersonal skills they needed to be successful in running businesses with six-figure seasonal revenues while they were *full time students*. My dedication and perseverance led me to being California's Rookie DM of the year.

They say public speaking is feared more by the average person than death itself... but after meeting with successful middle-aged adults and selling them paint jobs when I had been in the business for a matter of weeks, and the following year having recruited my interns by speaking in front of hundreds of people in UCLA's lecture

halls, I quickly became an adept communicator. All my experiences and accomplishments were made possible because CWP took a chance on me and gave me an opportunity to do what 9 out of 10 Americans never get to do in their life: start and run a successful business. And Johnny Rhee made me *excellent* at it.

It is for these reasons that I recommend College Works Painting as the best opportunity to gain hands-on entrepreneurial skills and become a stronger and better person while still in college.

Sincerely,

A handwritten signature in black ink, consisting of several overlapping loops and a long horizontal stroke extending to the right.

Richard Headley
UCLA Regents Scholar with Honors, Class of 2009