

October 5, 2007

Dear Prospective Intern,

My name is Ricky Chu, alumni of UC DAVIS and Services Director for New Image Painting. I am writing this letter as a reference to the College Works Painting Internship program that is offered on campus. As a former intern for the company I strongly feel that this program has developed my real-life professional skills. I was a well-rounded student to begin at Davis. I was on the track team, competing in pole vault. I also worked as a referee and participated in the Dragon Boat Club. But even with all my school experiences nothing could compare to the two summers I experienced as a CWP intern.

I have been a part of the NSG Company for over 5 years now. I started off my first summer as a branch manger. As a branch manger I was assigned my own regional territory in which I was responsible for all sales, marketing and production of my branch. The team of painters and marketers I personally hired my first year produced over \$105,000 in revenue over 12 weeks. Looking back, I have to admit that it was the most challenging experience I have ever had in my life. Running a company and managing over \$100,000 in revenue at age 19 was not easy. Soon after my 1<sup>st</sup> year I was promoted to district manger and over the next year the branch managers I hired and coached produced over \$650,000.

After my two years at College Works I was recruited in to the Vice-President role for New Image Panting during the initial launch phases in the U.S. The opportunity for my New Image role was due to in large part to my experience at College Works. In New Image, my 1<sup>st</sup> year, at the age of 21, I started an entire division of business for the Home Depot from the ground floor. As the owner-operator I recruited and hired personally over 26 painters, 5 full-time sales reps, 3 administrators and 1 general manger. We surpassed the 2 million dollar mark for production in our 2<sup>nd</sup> year.

As a former student not to long ago and as an executive manager, I feel that real-life professional skills are important to students in all fields of study. The classroom is a great starting point for any student, I would not trade anything for my college experience but I truly feel that those students who challenge themselves and expand their comfort zones are the individuals who achieve excellence in their respective fields. I strongly recommend any student interested in growing personally and professionally to take time and explore the amazing opportunities College Works has to offer.

Sincerely,

Ricky Chu  
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