

From Tyler Patterson, Class of 2008 UCSB

Attn: Johnny Rhee, Central California Division

Dear College Works Painting,

When looking back on my experience at College Works Painting one thought comes to mind: hard work. I have never put more time or effort into any job. However, as the saying goes, with great sacrifice comes great reward and CWP is no exception. The experiences I gained from running my own business made every minute and every bit of effort worthwhile.

I completed the internship in the summer of 2006, just after my sophomore year at UCSB. Today, I am a graduating senior and still list College Works Painting on my resume as my most valuable work experience. When I walk into an interview, I already know that many of my experiences at College Works will be discussed. When interviewers ask, "Are you a good leader? When is a time you have had to solve a problem? Have you ever gone above and beyond a client's expectations? Have you ever had to deal with time constraints and schedules?" I can look back at them and smile while I list off the many times I directed and lead my team to finishing a job, the times that problems came up and I had to figure out the solution, and the times I watched clients look at their newly painted homes with complete satisfaction. I recently interviewed with three of the "Big Four" accounting firms and will be starting for KPMG next year as a forensics staff accountant. I talked about College Works in every interview, and every interviewer was impressed.

College Works not only helped build my resume, but also helped me grow as an individual. Time management, strong work ethic, positive attitude, and integrity are just a few of the traits that are put to the test through experiences at CWP. There were several times when I felt like I had too much on my plate to continue with the internship. It would have been easy to give up and quit. During the pre-season I was running track, taking 16 units, working a second job, and trying to market my new painting business. Time management became a necessary skill in order to stay on top of my life. It also would have been easy to slack off on the job, especially when sales weren't going well. Ending marketing sessions a couple hours early or rushing an estimate sometimes seemed like no big deal. Yet, pushing myself to stay out there and give it my best shot sometimes resulted in a big sale or the last few leads I needed to hit my goals. It was never easy to push through a bad estimate or a door getting slammed in my face, but staying positive despite these incidents was a huge key to my success. Perhaps the single most important quality that College Works taught me was to have integrity. Do what you say you are going to do, don't make promises that you can't keep, and be honest with others as well as yourself. The only way you can keep clients and managers satisfied is to have integrity.

Furthermore, building relationships was my favorite part of College Works Painting. During that summer I made friends that I will keep in touch with for the rest of

my life. Payroll Fridays and team meetings were some of my favorite events. We did paint balling, beach barbeques, Six Flags, and not to mention the end of the year trip to Cancun. That was easily the best vacation I have ever been on. The trip itself was amazing, but also getting to spend time with people that made it through internship with all its ups and downs made the trip even more fun.

College Works Painting is truly an internship that will change a life.

If any of you candidates have any questions about whether this would be a worthwhile experience, please have them contact me at tpatterson@umail.ucsb.edu

Thanks once again,

A handwritten signature in black ink that reads "Tyler K. Patterson". The signature is written in a cursive style with a large, stylized 'T' and 'P'.

Tyler K. Patterson