

Dear Potential Intern,

My name is Zach Green and I worked for College Works Painting during my sophomore year in college in 2006. My branch was one of the largest that year and due to my efforts I made over \$20,000 during the summer and was named Central California Manager of the Year.

Though I was successful with this internship, don't be fooled into thinking that it was easy. During the spring I was working at least 25 hours a week generating clients for the summer and taking a full load at school. There were definitely interns who worked less than that but they ran smaller businesses or ended up quitting because they didn't have enough clients. In fact, when we had our meetings over the summer the room always seemed to shrink as people gave up and went to get a normal summer job because they couldn't handle it.

That being said, College Works offers an opportunity unlike any other internship I've seen. They give you training, tools and a mentor (District Manager) and tell you to start a painting business, then leave you too it. It's a real life sink or swim, and though this may be the hardest summer you've ever had, if you have the willpower to see it through to the end it can also be the most rewarding. I produced over \$100,000 of business and trust me, interviewers always ask about it when they read my resume.

This internship is probably the best way for a college student to make money and gain business experience in one summer. At the same time, if you don't have a burning desire to succeed and an endless supply of motivation, you'll be hard pressed to make it to the end. I know it's a tough decision and I wish you the best of luck,

Sincerely,

A handwritten signature in black ink, appearing to read 'Zachary Green', written in a cursive style.

Zachary Green