

December 12, 2007

College Works Painting
1682 Langley Ave.
Irvine, CA 92614

Dear Sir or Madam:

My experience with College Works Painting (CWP) was undoubtedly the most challenging, yet rewarding experience of my undergraduate college career. I am studying Economics and Biology and plan on matriculating to medical school immediately after earning a B.A. However, the parallels I found between managing my own business and the skills necessary to become a successful physician are striking. While serving as a Branch Manager for CWP I also completed an internship at Saint Louis University Hospital, and spoke to physicians about the experiences I would be gaining through College Works. Many of the physicians were greatly in support of my endeavor, reflecting upon the personal struggles they faced when starting their own private practices. They told me many physicians attempt to start private practices but are horribly unsuccessful at doing so because there is no emphasis on learning business skills anywhere along the path to becoming a physician. This was a main driving force behind my motivation to complete the CWP internship: I wanted to learn real-world skills while in college, so that when I open up my own practice I will have a better idea of how to manage a business. Obviously, this is easier said than done. I encountered many personal struggles during the spring semester portion of the internship, but had the foresight to realize that facing adversity is a part of any business, even a medical practice.

Once the summer came along I found myself working harder than I ever had. However, it wasn't because anyone was telling me to, it was because for the first time in my life I was working in a results economy; I was being paid what I was worth. As I worked long days to complete as many estimates as possible, I watched my business flourish into one of the top branches in my division. Along the way I managed to solidify life-long relationships with my employees, fellow Branch Managers, my District Manager, and my Vice President. The end of the summer presented itself with the largest reward of all. My crew chief was promoted to become a Branch Manager for the following year, while I personally received a double promotion to become a District Manager. I earned \$20,000 in profits in the spring and summer; more money than I thought was possible for a college student to earn in an entire year! My role as a manger within College Works Painting presented itself with situations that were certainly more challenging than an average internship, however the rewards and personal growth they brought are my most valuable experiences. I would encourage hard-working college students of all majors to consider the College Works Painting internship program. Please feel free to contact me with any questions regarding my personal experience.

Sincerely,

Adnan Hussain

Saint Louis University Class of 2009

