

Kendall Wilson
6506 S. Raven
Mesa, Arizona 85212

17 October 2007

Ned C. Hill
Dean and Marriott Chair of Business Management
Brigham Young University
730A TNRB
Provo, UT 84602-3113

Dear Dean Hill:

I graduated from the Marriott School of Management in August 2006. In 2003, while preparing to take notes in my Statistics class, I heard a brief announcement about a summer internship. I was interested, and sought to receive more information.

That thirty-second announcement turned out to be a life-changing moment for me. Soon afterward, I learned about College Works Painting's summer management program. As I went through the interviewing process, I was impressed with the professionalism of those I met, and with the sincerity with which they spoke about the experiences they had had in going through the program.

That summer I ran a \$50,000 painting business. I hired painters, managed crews, conducted sales calls, attended to customer concerns, developed relationships with suppliers, and conducted profitability analyses. Most importantly, I gained confidence and perspective that carried over into the rest of my business studies. I returned to classes in the fall with a new vision of my business education. I was able to make unique contributions to class discussions. Working in my group during the junior core classes, I was able to draw upon actual experiences, whereas many of my classmates' ideas were based entirely upon theory or conjecture. I can say, in all candor, that I learned more in that summer about running a business than I learned in all the hours spent in the classroom combined.

Over the next two years I had the opportunity to return as a District Manager for College Works. There, too, I was able to have experiences that few, if any, of my classmates had ever had, as I learned a higher level of leadership and mentoring. I had the opportunity to work personally with the founders and many of the company's top executives. Once again, I was overwhelmed by their passion for the College Works program, and their commitment to the success of the interns.

I was also able to witness, firsthand, the growth of the company in Utah. When I graduated in 2006, the Utah division had the most financially successful interns in the country, both in terms of revenue and profitability. I attribute that to the unflagging

commitment and tireless work ethic of those who train and mentor the College Works interns in Utah.

I am currently in law school at Arizona State University and will graduate with my Juris Doctor in 2009. I am currently ranked sixth in my class and have been chosen for several scholarships and fellowships. Next summer I will work as a summer associate at Squire, Sanders, and Dempsey, one of the largest and most successful law firms in the world. I attribute a great deal of my academic and professional success to my experiences at College Works Painting.

While most of my law school classmates reeled under the unprecedented time commitment of the first year of law school, I found that I was easily able to handle the academic rigors and still have time for a rewarding family life and a demanding Church calling. The reason is that I had learned to budget time and work productively as a College Works intern. I have been asked about the internship in literally every interview I have had. Without fail, employers have been highly impressed with the experiences I was able to have as an intern and a District Manager. I have received countless compliments on the strength of my résumé, in which my years at College Works take center stage.

I highly doubt whether the many doors that are currently open to me in my career would be so if not for the experiences I had and the lessons I learned in the College Works program. I have seen it change others' lives just as it changed mine. It was, and remains, the most positive influence on my work ethic, my business knowledge, and my leadership abilities. I can think of no better opportunity to prepare Marriott School graduates to make an immediate, positive impact wherever they begin their careers. I have and will continue to recommend the program to anyone who considers it.

Please feel free to contact me with any questions about the program or my experience with College Works Painting.

Sincerely,

Kendall Wilson
(480) 656-2458
Kendall.Wilson@asu.edu