

My experience as a Branch Manager for College Works Painting was one of the most difficult, yet rewarding experiences of my life. While the monetary compensation is a fantastic byproduct of the hard work that I put in, the real world experience is the most important result that I received. Before I had even heard of College Works Painting, I knew that I wanted to go out into the business world and be successful. Unfortunately, I had no idea how to do it, or where to start. Vital skills required in business can only be learned first hand, and the sales and marketing training that College Works Painting provided would lay the groundwork for both my personal and professional development. Higher education typically teaches policy and procedures, but often falls short on interpersonal skills and real world experience. The opportunity to learn all of these skills is given with the College Works Painting Management Internship.

During my time as a branch manager, I was given the autonomy to create my own business, but was always guided in the right direction by my District Manager, Zach Matush. Under his guidance, I learned how to successfully run a business, including hiring employees, estimating projects, controlling costs, and managing a profit. The most important thing that I learned, however, doesn't have to do with the business aspect at all. From doing all of these things, I ultimately learned how to interact with people from all walks of life. Everyday on the job, I had to successfully navigate my way through the questions and concerns of a diverse group of people; ranging from my 16 employees, to my 38 clients. After my time with College Works Painting, I knew that I could handle any situation or any set of circumstances that may arise in either my personal or professional life.

While still in college I went on to become a Senior Co-Op with a Real Estate Investment Firm with approximately \$400 million in assets. While working in the acquisitions department, I assisted with the purchase of a \$6 million property in New York City. Each aspect of the acquisition dealt with a different person. From the investors that we had to appease, to the brokers, and the sellers, I was prepared to interact with this diverse group of people, all of whom had varying concerns and needs. After college, I accepted a position working for one of the largest real estate developers/builders in the country. The monetary compensation speaks for itself, but knowing that I have real world, business experience, puts me one step ahead of most everyone else.

Success is truly in the eye of the beholder, but one ingredient that will not vary, is hard work. College Works Painting provides all the tools necessary to run a successful business, but it is truly up to the individual to apply all of this and put forth the effort required to be successful.

Chris Reed  
Branch Manager Summer 2005  
Temple University '06