

June 15, 2008

To Whom It May Concern:

After participating in the College Works Painting program I consider it one of the best learning experiences of my life. I would recommend the program to anyone seeking to learn practical business skills that will help set them apart from their peers.

This program has taught me how to run my own business. Starting from nothing, I was in charge of building a small painting business. The company took care of the licensing, bonding, and insurance, while leaving the marketing, sales, and production on my plate.

I hired and trained a number of marketers while also providing them an incentive based pay system to keep to productive. Once they got the leads for me, I would call and set up all the estimates I could. Through the estimates I learned a lot about sales. I learned about customer service, setting realistic expectations, and catering to their needs.

Once the jobs were booked the time came to produce them. I was in charge of finding painters through networking, newspaper ads and other means. I would interview them and take the most qualified individuals. Through this process I learned the importance of chemistry in the workplace. It was my first time being on the hiring side of the interview and I found that to be extremely interesting and exciting. My favorite part of the program came through motivating and managing the paint crew. By setting goals, thinking of incentives, and making the work environment fun, I was able to run a crew that provided a quality service and received 100% customer satisfaction.

All the skills I have learned through the College Works Program will certainly help me in life. The program has become a great supplement to my business education. Again, I would recommend the program to all who are looking to complement their education with knowledge that only comes through experience.

Sincerely,

Matt Bauman

Branch Operator