



COLLEGEWORKS

P A I N T I N G

Alumni Project

In one sentence, what has College Works meant to you?

The greatest personal development experience of my life. *(Tony Hinnekamp, Toyota)*

Still reaping the benefits 5 years later. *(Michael Brumm, GE Aviation)*

Experience. *(Anthony Paneral, Design Engineer at Giant Finishing)*

CWP taught me important skills needed to succeed in any career. *(Kevin Johns, Analyst at Accenture)*

After CWP I knew what I had always believed: that I can do hard things and be successful at them. *(Matthew Kennedy, 2nd year law student)*

A pretty cool thing to do that gives you a bunch of stories to talk about in interviews. *(Kevin Babb, Business Analytics at ZS Associates)*

CWP brought me the tenacity to accomplish any obstacle in my way. *(Josh Silencieux, Auditor for Ernest and Young)*

It was the tipping point that helped me become successful. *(Derrick Nelson, Vice President at Dryden Construction)*

Only one sentence? CWP is a life changing experience that will have a beneficial ripple effect on all of your future endeavors. Both personally and professionally. *(Phil DiMauro, Small Business Consultant at ADP)*

CWP helped me to become self sufficient. *(Rachel Suson, studying for Doctorate of Physical Therapy)*

It was a stepping stone into several different opportunities and it put me ahead of almost all of the competition. *(Pete Goodro, Business Account Executive at CenturyLink Business)*

If you don't follow your dreams, you will spend the rest of your life working for someone who did. *(Chris Swenson, Drone Pilot at AAI, a division of Textron)*

It was a once-in-a-lifetime chance to gauge my ability to succeed. *(Robert Voss, Manage Care Financial Analyst at Advocate Medical Group)*

CWP is a family of hard-working individuals, truly committed to helping one another achieve success. *(Paige Forwerck, Express)*

CWP has given me ammo for every interview I have walked into. My experienced has leveled the playing field when competing with graduates from the most-recognized institutions. It also kick started my professional career well before my peers, which is paying dividends now. *(Mike Dell, Analyst at Bridge Bank)*



Chris Warden

SpreadEffect.com

CEO

Industry: Internet Marketing

University of Missouri, Columbia

Finance

CWP: 2008-2009

Career Update

Brief description of duties/responsibilities:

My primary focuses are managing our executive team, recruiting new talent and pursuing long term strategic goals.

What has been your proudest accomplishment post-CWP?

Growing Spread Effect from 0 to \$3MM in revenue in less than 3 years.

CWP Career Impact

In one sentence, what has CWP meant to you?

The foundation of business skills that I developed with CWP play a major role in what I'm able to accomplish today.

How did your CWP experience impact your career? Immediately after graduation? Now?

CWP gave me the confidence to start my own company senior year of college. Starting that company lead me to meet my current business partner and ultimately lead us to start Spread Effect.

What was the greatest lesson you learned from your CWP experience?

It's important to manage the emotional roller coaster ride of entrepreneurship. Some days are hard and some are great. Either way, it's critical to always push forward.

Advice

What's your best advice for someone interested in entering your career field?

The internet marketing industry changes faster than other vertical industries. Make sure you understand where it's heading before jumping in.

What advice do you have for potential CWP participants?

Every day, focus on consistently improving your skills and business. Small improvements each day add up to be massive leaps forward in talent over the course of a few months.



Brad Swenson

3M

Implementation Consultant

Industry: Healthcare Information
Technology

University of Utah

Management

CWP: 2007-2008

Career Update

Brief description of duties/responsibilities:

Engage client executives and business owners with 3M sales and operations prior to contract agreement to define scope and set project timelines. Conduct on-site workflow engineering sessions, testing, and go-live training and support. Manage software configuration, interface build, testing and training within agreed-upon time lines and escalate and resolve risks to the project.

What's your best advice for someone interested in entering your career field?

Find a way to get your foot in the door even if it's doing similar work in an unrelated industry while you are still in school. In the real world, your degree doesn't mean anything if you don't have experience.

What has been your proudest accomplishment post-CWP?

My family and attaining my current role at 3M.

Advice

What advice do you have for potential CWP participants? Current CWP participants?

The only thing that matters for you right now is to find an opportunity to gain experience and produce results that you can use to show a solid track record and project future success to prospective employers after you graduate. CWP provided me a way to challenge myself outside of the classroom and grow as a business person. Don't kid yourself into thinking that just a college degree is enough!!

CWP Career Impact

In one sentence, what has CWP meant to you?

Opportunities. I was able to leverage my CWP experience into full-time employment at UHG a year before I graduated. It's been a snowball effect since then.



How did your CWP experience impact your career? Immediately after graduation? Now?

It helped me get a good job in my industry after graduation. I still use things I learned at CWP now in my daily interactions with clients.

What was the greatest lesson you learned from your CWP experience?

Client management through communication and setting expectations.

Memory Lane

What's your favorite memory from CWP?

Cancún Mexico!

If you had a chance to say something to your District Manager, what would you like to tell him/her?

Gavin Lantzy. You were a great mentor, brother. Best wishes in all your life's endeavors!

Last words of wisdom

Aside from the experience gained, I came away from CWP with life-long friends. No regrets!



Andrew Reid

AVG

Senior Vice President

Industry: Internet

University of California,
Santa Barbara
University of Pennsylvania,
Wharton
Economics

Career Update

Brief description of duties/responsibilities:

- Manage P/L of our platform business (\$150M in annual revenue)
- Responsible for B2B and B2C product portfolio, marketing, engineering, sales, and, most importantly, team culture.
- Launched several new products and features growing revenue 92% year over year.
- General manager of the search business.
- Head of US HQ.

What was your career path after graduation?

After Vivience and I-Impact, I started at Google in Strategic Partner Development negotiating large distribution and syndication (Adsense) partnerships. My role was to find and pursue new markets for Google products and I was responsible for client distribution (toolbar and Google Chrome). I joined AOL when Tim Armstrong left Google to become CEO to help turn around the business. I was responsible for business development at AOL, the distribution team which included client and content distribution. I helped develop the AOL content platform and integrated services, content/ads/syndication for partners.

What has been your proudest accomplishment post-CWP?

My proudest accomplishment would not be work, it would be my children. My advice is that when you're young and single, build your career. Spend the hours required and build relationships with others, because when you have a family later, family is most important.

CWP Career Impact

What was the greatest lesson you learned from your CWP experience?

Business is really about people. I'm still friends with Mike Profant. In fact, three of my closest friends today are from College Works and it's been 14-15 years!

We do ski trips together and discuss our current businesses. All of us did well at CWP and in our careers since. It is difficult to have a network of business colleagues who deal with the same issues and understand what you are going through.

How did your CWP experience impact your career? Immediately after graduation?

CWP definitely helped. When I told people I supervised others and knocked on doors in college, I stood out. And even when my team hires people now who are a few years out of college, I look for that same thing. We don't usually hire college students straight out of school, but if we did, we would look at grades, recommendations and, most importantly, jobs in college. All the management, sales and cold calling skills you learn at CWP would make me think, "Wow that kid has motivation and is a hard worker and will figure things out."

What has CWP meant to you?

That's the hardest summer I've ever had, including the summers I've had since then! My experience was probably before the support and structure that's set up for interns now, but it was the most stressful job I've had in my life! I was also a District Manager for two years before I graduated. My time at CWP gave me the confidence to go out and conquer the world.

Advice

What's your best advice for someone interested in entering your career field?

I manage a team of 120 people spread across San Francisco, Tel Aviv, Prague, and Amsterdam. There is a human element in management. Understanding what motivates people is important. Learning public speaking will be helpful. I did Toast Masters when I was in college. I spend a lot of my time negotiating, so learning law will help you negotiate contracts.

If you were to give advice to your son or daughter when they become undergraduate students, what would you tell them are the skills/characteristics they have to develop before they graduate?

Work ethic. I joined Google very early, when its shares were at 15 cents. It wasn't by luck I got the Google job. I work very hard and I'm focused. I was willing to learn from people smarter than I am. At CWP, 10% will become stars and there are also those who will just quit or be mediocre and they'll be okay with it. People self select in this program.

Many college students struggle to choose between an internship specific to their target industry or doing CWP. What advice would you give them on this subject if they wanted to enter your career field?

Unless that kid is 100% certain he or she knows what they want to do in their career, College Works is better. For example, going into finance, a student needs to know that it's years of working with spreadsheets and then on to a top 10 business school. Unless they are fully aware of that scenario and are fully invested in it, they should do College Works. CWP just gives you more responsibility and skill sets than the normal internship.



Matt Hawkins

Top Cow Productions
President/COO
Industry: Entertainment

UCR/UCLA/Cal Tech
Economics/Physics
CWP: 1990-1991

Career Update

Brief description of duties/responsibilities:

Top Cow is an American comics publisher known for bringing *Tomb Raider's Lara Croft* to comics. I manage business operations and produce and write content.

What has been your proudest accomplishment post-CWP?

Producing the *Wanted* film at Universal.

Advice

What's your best advice for someone interested in entering your career field?

You have to love it. You can work for years in entertainment before making real money.

What advice do you have for potential CWP participants? Current CWP participants?

What you learn from 18-22 will affect you every day for the rest of your life.

CWP Career Impact

In one sentence, what has CWP meant to you?

It taught me confidence in myself and that I really could do just about anything I set my mind to...and I've done it.

How did your CWP experience impact your career? Immediately after graduation? Now?

Marketing and sales are important skills for any career path. I've had to pitch and sell ideas to film studios. After cold calling people to paint their houses, these pitches were easy.

What's your favorite memory from CWP?

Spilling a 50-gallon bucket of blue paint in a client's pool.

Last words of wisdom?

The entertainment field is very difficult and people fail a lot. I've failed a lot. You just keep plugging away. People do get lucky, but you can't get lucky if you're not playing the game.





Garrett Galen

Schneider Electric
Consultant
Industry: IT

The Ohio State University
Marketing
CWP: 2010-2011

Career Update

What's your best advice for someone interested in entering your career field?

Anyone can learn product knowledge; what you need is customer-facing time.
(Read: EXPERIENCE).

What has been your proudest accomplishment post-CWP?

Getting a job at a huge corporation with opportunities all over the globe. I'm excited!

CWP Career Impact

How did your CWP experience impact your career? Immediately after graduation? Now?

I just started my first "real world" job a few months ago. My CWP experience has spoiled me, because now I have to find other things to do with my spare time at work because they don't hand out promotions fast enough to keep my work ethic satisfied.

What was the greatest lesson you learned from your CWP experience?

I learned what my limits truly were. And they go a lot further than I thought they did.

In one sentence, what has CWP meant to you?

CWP opened my eyes to possibilities I didn't know existed.

Advice

What advice do you have for potential CWP participants? Current CWP participants?

My advice comes in the form of a question: If you can't run a residential house painting company, what makes you think you'll be able to run a Fortune 500 company?

Last words of wisdom

Anyone can work hard; those who succeed work both hard and smart.

What has been your proudest accomplishment post-College Works Painting?



Creating my own role at Google and earning global recognition in my industry.

*Jesse Nichols
Channel Sales Manager, North America for Google*



One of my proudest accomplishments was the fact that I was the first and only person to ever be offered the job on the spot at my current company. I thank the interviewing skills to CWP.

*Mark Messner
Recruitment and Staffing, Oxford Solutions*



Producing the *Wanted* film with Angelina Jolie at Universal.

*Matt Hawkins
Top Cow Productions*



I successfully ran a six-figure personal training company prior to surviving a sudden cardiac arrest in 2009. Since then I've dedicate my time to build, expand and maintain HeartSAFE environments to help protect those from sudden cardiac arrest. I'm responsible for managing the most densely-populated area of the country with an annual quota over \$1.2M. I oversee all strategic and distributor relationships, including several Fortune 200 companies.

*Mark Peters
AED Specialist, Cardiac Science Corporation*



Max Lawrence

Deloitte Consulting
SAP EWM Senior Consultant
Industry: SAP Technology
Consulting

University of Pittsburgh
Business Management

Career Update

Brief Description of duties and responsibilities:

Delivering industry-leading warehousing solutions to a variety of clients in a multi-million dollar SAP software implementations.

What is your proudest accomplishment post CWP?

Earning the highest possible yearly rating at Deloitte.

CWP Career Impact

How did your CWP experience impact your career immediately after graduation?

The mentality of pushing through failure drove me to pursue an interview with Deloitte despite being turned down multiple times before.

Does your CWP experience continue to have an impact on your career today?

Absolutely. My attention to detail and ability to manage difficult situations stemmed from my CWP experience.

What was your favorite memory from CWP?

Skydiving!

In one sentence, what has CWP meant to you?

Proving to myself that I can really exceed at what I put my mind to and living up to the challenge, even when compared to some incredible people.

Advice

Advice to someone interested in entering your career field:

Know what you are getting into. The money is good, but understand that when they say 100% travel, they aren't kidding! Also expect to work alongside people your parent's age. Being young isn't an excuse not to get your work done.



What advice do you have for potential CWP participants?

Ask as many questions as possible during your research and don't be worried about being scared...we ALL were!

What advice would you give to current CWP participants?

Have a solid, tangible goal in mind (not \$\$\$). This will be what keeps you going when you have those rough days.

Many students struggle to choose between an internship specific to their target industry or doing CWP. What advice would you give them on this subject if they wanted to enter your career field?

Do CWP as early as possible so that you can do it and decide to continue CWP or move to another industry. If you only have one year left, the confidence and experience you gain at CWP far outweighs almost any other internship you will ever do.





Jeff Lien

Salesforce.com

Enterprise Business Rep

Industry: Tech

University of California, Irvine

Sociology

CWP: 2009-2011

Career Update

Brief description of duties/responsibilities:

I fuel the growth of Salesforce.com's enterprise business customers. I act as the face of the brand to deliver unparalleled customer experience. I find, qualify and develop target accounts.

What has been your proudest accomplishment post-CWP?

Excelling in roles at Google and Salesforce.com and being accepted into the MBA program at USF. And in all of these, being amongst the youngest in each group is a triumph in itself.

CWP Career Impact

In one sentence, what has CWP meant to you?

The foundation for my professional career, and the necessary stepping stone that allowed me to propel myself ahead of my peers.

How did your CWP experience impact your career? Immediately after graduation? Now?

It meant the world to my career. Doing well at CWP allowed me to immediately transition into a full-time career. The coaching and learning from CWP is beyond what many companies (including Google and Salesforce.com) will actively teach you.

What do you want to tell your clients about what it meant to work with them and how it's helped you get to where you are today?

I hope they know that by accepting me into their homes and allowing me to learn from them and grow as an individual has made a tremendous impact on me. Those customers who were especially accommodating to a young college student are those who allow folks with huge drive to succeed in life. I will always remember the work that the customers allowed me to do on something as precious as their home. Through those experiences, I learned a lot about business and about myself.

What was the greatest lesson you learned from your CWP experience?

Being persistent. Learning to do things right, and then adding the extra 10% that is your own unique personality.

How has the friendships and networks you built during CWP affected you?

By doing well in the program and being open to learn and coach others, it'll resonate with fellow CWP individuals because they are motivated and eager to succeed. Through Chris Knight, who introduced me to the folks at Google, I was able to get my first full-time job at one of the world's greatest companies. It's changed my life for the better and I'm ever-grateful for the chance to have been amongst the motivated folks at CWP.

If you had to come up with a one-line slogan for CWP, what would it be? :)

Paint your own future.

Advice

What advice do you have for potential CWP participants? Current CWP participants?

No matter who you are now and what you want to do later, if there is even a remote part of you that wants to do great things in business, CWP will be one of the most rewarding (and challenging) experiences you will ever have.

Many college students struggle to choose between an internship specific to their target industry or doing CWP. What advice would you give them on this subject if they wanted to enter your career field?

I majored in Sociology with a minor in Anthropology, but wanted to make more of an impact in my future career than I thought I could make with an internship in that field. No matter where you want to go in life, being able to

manage yourself and others with a CWP internship will give you a key set of core skills that you can take with you wherever you decide to go.

What's your best advice for someone interested in entering your career field?

Have persistence in sales and customer service and a passion for technology.





Chelsea Parker

Northwestern Mutual
Financial Representative
Industry: Insurance and
Investments

Ohio State University
Finance
CWP: 2012

Career Update

Brief description of duties/responsibilities

I help families and small businesses create financial plans.

What has been your proudest accomplishment post-CWP?

Getting the job I've always wanted.

CWP Career Impact

In one sentence, what has CWP meant to you?

It was a great opportunity for me to learn more about myself, business and others.

How did your CWP experience impact your career? Immediately after graduation? Now?

I was able to go into interviews with other companies with confidence. I had an answer for any question they asked because of the breadth of experience I received in the CWP internship.

What was the greatest lesson you learned from your CWP experience?

Delegating is essential in running a business.

Advice

What's your best advice for someone interested in entering your career field?

Do the CWP internship to get experience.

What advice do you have for potential CWP participants? Current CWP participants?

Listen to your DMs. You will only get what you put into it. If you want a 9-5 job, this isn't for you. You must learn how to handle autonomy.

What advice to you have for potential College Works participants?



Challenge yourself! If you think you are the best out there, and want to see what your potential is, do CWP. Do not be afraid to fail because you will fail at times. Failing is great because it will help you learn from your mistakes and become a more well-rounded person. I can say I sold close to a million dollars in revenue before I was 23 years old. I completely understand how a company is run, from running one myself.

Mark Messner
Recruitment and Staffing for Oxford Solutions



If you're looking for something easy, this isn't it.

JD Hill
District Manager for Payroll Experts



It is the most challenging thing you will do up to this point in your career, do it to improve your résumé, not just for the money. If you do things because of the earning potential, you won't do well.

Ken Shin
Salesforce.com



The only thing that matters for you right now is to find an opportunity-gain experience and produce results that you can use to show a solid track record and project future success to prospective employers after you graduate. CWP provided me a way to challenge myself outside of the classroom and grow as a business person. Don't kid yourself into thinking that just a college degree is enough!!

Brad Swenson
Implementation Consultant for 3M



Ben Yonge

President/CEO
Equity First Realty
Industry: Real Estate
Investments

Western Washington University
Business

Career Update

Brief description of duties/responsibilities:

Lead team, oversee daily operations.

Any update you would like to add (marriages, births, joined memberships like EO, awards won, etc.)?

Married in 2007 and had first child in 2011.

What has been your proudest accomplishment post-CWP?

Aside from having a happy and healthy family, I've enjoyed creating a business which has grown and expanded each year since inception. Although there are always challenges, there's no better feeling than being your own boss.

CWP Career Impact

Did your CWP experience impact your career immediately after graduation? If so, how?

The experience has proven to be invaluable. Some areas where I recognized the most impact include: increased confidence to enter the business world, professional contacts gained and the competitive edge that had been acquired.

Does your CWP experience continue to have an impact on your career today? If so, how?

There is a lot of competition in my field and a lot of very capable competitors in the market. I've found that the overall CWP experience has given me an undeniable advantage over the competition.

What was the greatest lesson you learned from your CWP experience?

It made the difference between entering the professional world and being a "one-man-show" or having the know-how to create and build a team. Many of my competitors are really smart, hardworking and talented individuals. Most of them, however, have a really tough time moving past "working solo" and so they're always limited to how much their small businesses can produce. Learn-

ing how to recruit, hire, lead, manage, organize, etc. are tough things to learn in a classroom, thus the distinct advantage to those of us who experienced College Works. I'm glad more of my acquaintances in the industry didn't experience the CWP program. Then they really would be competitors.

Did the value of your CWP experience change over time? If so, how?

Although I knew there were some real benefits to having worked with College Works, I certainly didn't realize all I had gained until a few years after leaving. It was easier to start relating what I had learned after I started another business.

Who was your favorite client? And what would you want to tell them about what it meant to work with them and how it's helped you get to where you are today?

Mr. & Mrs. Zabel, 1998. A fantastic three-story house with views of Bellingham Bay. Thanks for being part of a successful summer. I hope that solid-body-stain was all we'd hoped it would be.

In one sentence, what has CWP meant to you?

The most impactful professional experience I've encountered.

Advice

What advice do you have for potential CWP participants?

If you're willing to work hard and stay open minded, there may never be a professional experience that has more impact on your career and life. Truly invaluable.

Many college students struggle to choose between an internship specific to their target industry or doing CWP. What advice would you give them on this subject if they wanted to enter your career field?

No matter the career path, successful people seem to have an above-average work ethic, strong communication skills and confidence. All of these traits were improved upon through my CWP experience.

What advice would you give to current CWP participants?

There will most likely be times throughout your College Works career where you seriously question whether or not you should stay or go. Having the mental stamina to stick with it will pay off substantially in the future.

Last words of wisdom:

\$100k Club

What's your best advice for someone interested in entering your career field?

Find a mentor to help you get started and be ready to get creative when the market is down. Work on creating a business and not just being a one-man show.





Ray DeRosa

V Well Health

President

Industry: Health Wellness

Temple University

Entrepreneur/Marketing

CWP: 2008-2010

Career Update

Brief description of duties/responsibilities:

Sales/Marketing Management

Any update you would like to add (marriages, births, joined memberships like EO, awards won, etc.)?

Joined the Entrepreneurs Organization in 2013.

What has been your proudest accomplishment post-CWP?

Building my own company from the ground up.

CWP Career Impact

How did your CWP experience impact your career? Immediately after graduation? Now?

I learned valuable skills that have been very valuable to my business.

What was the greatest lesson you learned from your CWP experience?

It's amazing what you can do at 19 years old. When I walked into CWP as a young finance major, I was scared to run a business. When I finished CWP, I had confidence in knowing that if I put effort in, I had what it takes to do it. I got to make mistakes with CWP. If I made those same mistakes in my current business, the consequences would have been more severe. That is really valuable to learn. It really is all the same stuff. Instead of \$3-4k projects my intern year, I'm dealing \$100k-200k now and hopefully millions one day.

What's your favorite memory from CWP?

Knowing I have 15 lifelong friends that I could call at any given moment for help or advice, is something I'll never forget.

If you had a chance to say something to your District Manager, what would you like to tell him/her?

It takes a special kind of person to care about someone else's business more than your own. That's the type of person Phil DiMauro is.

In one sentence, what has CWP meant to you?

It gave me the confidence I needed to take a shot right out of college.

What would you like to say to your clients?

Thank you for taking a chance on a 19 year old kid. Delivering on the promises I made was one of the most fulfilling aspects of my CWP internship.



Advice

Many college students struggle to choose between an internship specific to their target industry or doing CWP. What advice would you give them on this subject if they wanted to enter your career field?

There isn't an internship out there that could prepare you more for the real world than CWP.

What skills and characteristics do you think are crucial to develop as an undergrad?

They have to fail and get themselves in a situation they've never been in and have no idea how to fix it and find out who they are at that time. When I was in CWP, I was selling like crazy and just killing it. Then I tried to paint a house and I was awful at it. I had to really ask myself who I was at that moment. Should I give up? Or do I finish? You're going to get to that point in life...it'll hit you one day. If you can do it early in college, that's the best way to find out.

What advice do you have for potential CWP participants? Current CWP participants?

If you ever want to be your own boss, CWP will show if you have what it takes.

What's your best advice for someone interested in entering your career field?

Learn to love the emotional roller coaster that is Entrepreneurship. I've lived by this quote: "Live like others won't so you can live like others can't." I've spent the past two years in the start-up phase of a business and it has been rough. But if you believe in it, you'll make it work. I think of what my other alternative was right out of college, which was to go work for someone else and make money elsewhere for a few years. And then I would have left anyway to start my own thing and I'd still be going through the same phase I'm going through now. I'm glad I did it right away.



Megan Juskalian

Accenture

Systems Integration Analyst

Industry: Consulting

California Polytechnic State
University, San Luis Obispo

Business Finance

CWP: 2009-2010

Career Update

Brief description of duties/responsibilities:

Accenture is responsible for delivering technology and strategy solutions to its clients globally in over 52 countries. The company has over a quarter million employees to make this happen on such a large scale. Currently my role is to help with stakeholder management at VF Corp, one of the largest retailers globally in the data conversion process of their legacy systems onto the new SAP software to improve efficiencies within the business. Previous clients I've worked with include Ralph Lauren, Verizon and Morgan Stanley.

What has been your proudest accomplishment post-CWP?

Getting a job in an industry that I had absolutely no experience in. It is a true testimony of how the program shaped me into a confident enough woman to know that I can get into a situation, figure it out and run with it.

Advice

What's your best advice for someone interested in entering your career field?

Prepare for the unknown. Similar to CWP, this job is full of unknowns and requires analysts to think on their feet, be resourceful and know when to ask the right questions to the right person. I had no previous background in technology, but my experience with CWP and my outgoing nature helped me to acquire a job without the basic required skills. Also, be OK with traveling every week. The miles and hotel points are great perks, but if you know that's not a lifestyle you can live with, don't put yourself in that situation. Our purpose is to serve our clients and that means we fly the best people for that role to them to deliver what we need to.

What advice do you have for potential CWP participants? Current CWP participants?

Potential CWP participants: This isn't right for everyone, but if you have raw communication skills, organizational skills and a drive to be successful, this

program can provide you an excellent foundation for your future career. Current participants: Congratulations for accomplishing what you have so far even if that is just learning the basics of running your own business. These are valuable and tangible skills that you NEED to highlight on your résumé.

CWP Career Impact



How did your CWP experience impact your career? Immediately after graduation? Now?

I got an offer with Accenture in December 2010 before my graduation without a formal application process. My thoughts are I was referred by a teacher or client from College Works.

In one sentence, what has CWP meant to you?

CWP has given me tangible skills to continue to grow and succeed in any field I pursue.

What was the greatest lesson you learned from your CWP experience?

I learned to work through unknown or difficult situations and to use my determination to get through them.

What's your favorite memory from CWP?

Making it to Cancún the first year with my best friends from the program... dancing with sombreros and giving toasts in the Mexican restaurant we went to.

If you had a chance to say something to your District Manager, what would you like to tell him/her?

Joshua Jacobs. Thanks for making the time to fully develop my skills in sales and marketing within the program and letting me come up with my own strategies to implement. Your dedication meant a lot to our entire team.

Last words of wisdom

Never give up on developing your skills no matter where you are in life.



Jeff Mihaljevich

Legal Technology Solutions
Executive Recruiter
Industry: Legal

San Diego State University
Finance
CWP: 2009

Career Update

Brief description of duties/responsibilities:

Head hunt top talent in the legal technology industry. Develop new business and manage accounts.

CWP Career Impact

How did your CWP experience impact your career immediately after graduation?

One of my CWP clients was the VP of Global Sales at a Biotech company called Illumina. He brought me on to his sales team.

What was the greatest lesson you learned from your CWP experience?

I can do anything I put my mind to and hard work pays off.

If you had a chance to say something to you District Manager, what would you like to tell him/her?

Thanks for everything Tiffany Lin. You pushed me to my limits and helped me see my true potential.

Who was your favorite client?

Matt Posard. Matt became a friend and career mentor for me. He's a great guy and someone I truly look up to.

Advice

What advice do you have for potential CWP participants?

Make sure you understand that this internship is not easy, but it will set you apart from your peers upon graduation from college.

What advice would you give to current CWP participants?

Listen to the managers within the company. They know what they are talking about and will do everything they can to make you successful.

Did your College Works Painting experience impact your career immediately after graduation?



My degree got me the interview. My communication, skills and experience from CWP got me the job

Mike Byrne
Managing Consultant at Berkeley Research Group



I used my CWP experience in my law school applications and I'm sure that made me attractive to different schools. During the interview process, I talked about my experience with CWP with several firms. I was told on numerous occasions how rare it is to find a young law student who has strong leadership and management skills and how important this is in the legal market.

Michaela Dragalin
Attorney



CWP has really helped me set myself apart from other candidates interviewing for the same position. The experiences that I've had with CWP have given me real world experiences and something unique to talk about.

Patricia Morawa
Financial Analyst at JP Morgan Chase



It was a great insight into what being an entrepreneur really is. At the age of 18, I began to realize that if I wanted to be my own boss I would have to out-work and out-perform my peers. There's no easy path to success, but it's the failures along the way that make you better.

Max Johnson
Head of Business Development at GetPhound



Shannon Bishop

Southeast Missouri State
University
Assistant Director of Online
Marketing
Industry: Education

University of Missouri, Columbia
Anthropology/Communications

Career Update

Brief description of duties/responsibilities:

I'm in charge of development and execution of Southeast Missouri State's marketing plan, specifically relating to online degree programs offered by the university. I develop and maintain alumni networks in the St. Louis region and create relationships with relevant organizations and individuals both regionally and nationally. I work with faculty, board of regents and university executive staff to promote online programs in accordance with the institution's advancement plan.

Any update you would like to add (marriages, births, joined memberships like EO, awards won, etc.)?

I'm the Marketing/PR Chair on the board for St. Louis' Ronald McDonald House Young Professionals group.

What has been your proudest accomplishment post-CWP?

Becoming assistant director in a major state university at 24 years old.

Advice

What's your best advice for someone interested in entering your career field?

Educational institutions are big business and continue to stay under a social and economic microscope. You will be a business person in a world of academics. It is not for the impatient or faint of heart. Be prepared to stand your ground, have a plan and stick to it. Make strong relationships and use them.

What advice do you have for potential CWP participants? Current CWP participants?

It is so worth it. Just keep working. You really do get everything out of the experience that you put into it, and then some. Use your teammates and managers...they will only help you succeed.



CWP Career Impact

How did your CWP experience impact your career? Immediately after graduation? Now?

College Works was and continues to be the experience that gets me into a chair for an interview. The tools that I developed during my time with CWP are what has gotten me an offer from every position that I've ever interviewed for. I use what I learned at CWP every day in my professional and personal life.

What was the greatest lesson you learned from your CWP experience?

No one cares how much you know until they know how much you care. People buy people, not products. "No" is just a strong "maybe." :)

What's your favorite memory from CWP?

The day it all clicked and I figured out the best sales formula for me. From then on my closing rate skyrocketed. My world and I will always give credit to CWP for my successes.

In one sentence, what has CWP meant to you?

Every professional opportunity I've ever had has come from what I learned with College Works...that experience means everything to me.

Last words of wisdom:

It was the hardest, most miserable, exhausting, heartbreaking, competitive and frustrating thing I have done for myself so far in my life...and I loved every second of it.



Brandon Bramley

American Airlines
Commodity Manager
Industry: Procurement &
Supply Chain

Arizona State University
Business Management
(Entrepreneurship)
CWP: 2009-2011

Career Update

Brief description of duties/responsibilities:

- Manage suppliers and procure for aircraft and engine components on all of AA's new Airbus A319s/A321s.
- Strategically source aircraft components by developing and directing RFPs, analyzing bid responses and negotiating comprehensive contracts.
- Develop and maintain relationships with suppliers and increase commodity-specific knowledge by attending industry trade shows, suppliers' facilities and operator conferences.
- Coordinate efforts daily between internal customers and external suppliers to improve supply chain operations and guarantee continuity of supply.
- Supervise and coordinate Purchasing Assistants to augment and streamline RFQ and RFP processes.

What has been your proudest accomplishment post-CWP?

Landing my dream job with American Airlines that allows me to travel the world and work in international business.

CWP Career Impact

Did your CWP experience impact your career immediately after graduation? If so, how?

Yes, I received offers from multiple companies and was able to choose my desired position immediately after graduation.

Does your CWP experience continue to have an impact on your career today? If so, how?

I continue to use almost all of the skills I learned in CWP such as Management, Sales, Negotiations and Cost Savings.

Did the value of your CWP experience change over time? If so, how?

It was more valuable when I graduated because I had real-world work experience that many of my competing peers did not have.

What was the greatest lesson you learned from your CWP experience?

How to leverage my time and business.

What's your favorite memory from CWP?

Heading down to Rocky Point, Mexico with the entire AZ CWP team.

Who was your favorite client? And what would you want to tell them about what it meant to work with them and how it's helped you get to where you are today?

Mary K. She was one of the most difficult clients to work with, but surprised me with a great recommendation after I worked to make sure she was 100% satisfied.

In one sentence, what has CWP meant to you?

An opportunity to set yourselves apart from your peers.

Advice

What advice do you have for potential CWP participants?

It's a tough position, but worth every ounce of effort you put into it.

What advice would you give to current CWP participants?

Find an end goal and push for it.

More specifically, many college students struggle to choose between an internship specific to their target industry or doing CWP.

What advice would you give them on this subject if they wanted to enter your career field?

This internship will relate to any business or position you choose to enter. It gave me real-world work experience and skills to succeed in any environment.

What's your best advice for someone interested in entering your career field?

To apply yourself in everything you do because you do not know when it will help you out in life.

Last words of wisdom:

Work Hard, Play Hard!





Joe O'Rourke

Boston Beer Company
(Sam Adams)
Key Account Specialist
Industry: Adult Beverage
(Craft Beer)

Penn State
Business
CWP: 2011-2012

Career Update

Brief description of duties/responsibilities:

Manage relationship between Boston Beer Company and major restaurant/liquor store groups in an effort to gain new distribution and grow same store sales.

Advice

What's your best advice for someone interested in entering your career field?

Gain as much knowledge as you can about the craft beer industry as possible. Knowledge is power and is the key to getting a leg up on your competition when interviewing.

What advice do you have for potential CWP participants? Current CWP participants?

Step out of your comfort zone. Push yourself everyday to do something that scares you. Knock on that one last door. Make one last call. Always do that one more thing.

Many college students struggle to choose between an internship specific to their target industry or doing CWP. What advice would you give them on this subject if they wanted to enter your career field?

I would encourage anyone with an entrepreneurial spirit to absolutely choose CWP. It is an eye opening real life experience and will absolutely impact you as a business person moving forward.

CWP Career Impact

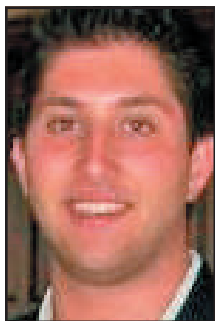
What was the greatest lesson you learned from your CWP experience?

Cold Calling is HARD!! Preparation is the key to success in sales.

In one sentence, what has CWP meant to you?

College Works was a truly meaningful experience that taught me real world business and marketing skills that I still use to this day.

What advice to you have for potential College Works participants?



If you ever want to be your own boss, CWP will show you if you have what it takes.

Ray DeRosa
President/Owner of V Well Health, Health Wellness



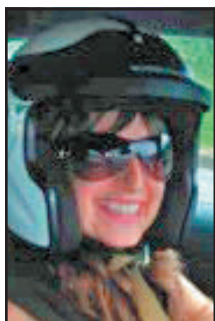
Make your decision for the right reasons. Opportunity is an amazing thing, but it does not come easy. There may be 50 obstacles sitting right in front of you. All you need to find is one solution. Live this mind set and nothing will stop you from reaching your goals. When you finish the program, you will appreciate the fun times, but more so, the difficult ones...the ones that teach you the lessons that you will carry through your career and your life.

Jesse Batarseh
Manager at Amazon.com



Go through the training and commit to success in the program. The lessons you will gain will pay you dividends for years to come. If you'd rather play video games 30 hours a week, no one can help you. Put yourself out there and go learn HOW to win.

Isaac Oswalt
Founder and Managing Partner at 21 Handshake



Do it. It will toughen you up and show you what you are made of.

Danielle Davidson
Psychologist for Department of Education



Na Na Dong

Hershey Medical Center
Registered Nurse
Industry: Nursing

Penn State University
Nursing
CWP: 2008-2009

Career Update

Brief description of duties/responsibilities:

- Registered Nurse – Heart and Vascular Critical Care Unit.
- Manage post-operative open heart, cardiac transplant, thoracic and vascular patients.
- Provide education and medical management of heart failure patients.
- Execute interdisciplinary approach among physicians, nurse practitioners, physician's assistants, respiratory therapists, physical/occupational therapists, dietitians and social workers for optimal patient care.
- Apply critical thinking, communication, teamwork, avocation, education, professionalism and evidence-based practice daily.
- Attend in-service trainings and complete annual competencies.
- Manage Swan Ganz catheters, intra-aortic balloon pumps (IABP), extracorporeal membrane oxygenation (ECMO), left ventricular assist device (LVAD) and continuous renal replacement therapy (CRRT).

Any update you would like to add (marriages, births, joined memberships like EO, awards won, etc.)?

Working on my master's degree to become a family nurse practitioner.

What has been your proudest accomplishment post-CWP?

One of my proudest accomplishments would be getting accepted to every graduate school I applied for, which included University of Pennsylvania, University of Michigan, University of Maryland, Penn State University and Jefferson University.

Advice

What advice would you give to current CWP participants?

Never give up.



What advice do you have for potential CWP participants?

Nothing comes free in life. Your hard work, dedication and perseverance are the ingredients to succeeding in life.

Many college students struggle to choose between an internship specific to their target industry or doing CWP. What advice would you

give them on this subject if they wanted to enter your career field?

Employers are always looking to see what sets you apart from the other applicants. CWP is different and catches their eyes. It is what you learn from this interesting experience that draws the employer into hiring you.

CWP Career Impact

Did your CWP experience impact your career immediately after graduation? If so, how?

My CWP experience improved my confidence and communication skills. This impacted my career choices.

What was the greatest lesson you learned from your CWP experience?

Never give up on yourself and always believe that you can achieve anything if you put your mind, dedication and hard work into it.

Who was your favorite client? And what would you want to tell them about what it meant to work with them and how it's helped you get to where you are today?

I don't recall the client's name, but it was a memorable moment in 2009. This client was a perfectionist and was hesitant on hiring me for a job that he could easily hire a professional painter to do. I was professional and explained the reasons why I could do a better job than someone with decades of experience. I was nervous inside and thought I probably won't get the job. Surprisingly, he signed on the spot and told me that my confidence and professionalism are what sold him. That summer, he was very happy with the results. It was a major confidence booster, and I portray that confidence and professionalism everyday in my career.



Taylor Green

Amazon.com/Amazon Fresh
Human Resources
Business Partner
Industry: Online Retail

University of Washington
Communications and Spanish
CWP: 2009-2010

Career Update

Brief description of duties/responsibilities:

Staffing & labor planning, benefits administration, leave-of-absence administration, departmental budget management, management of performance feedback, recruiting, interviewing, investigation and resolution of ER issues.

What has been your proudest accomplishment post-CWP?

My proudest accomplishment has been my success in my current career path. I have excelled in the year and a half that I have been with Amazon and am very proud of the work that I have done.

CWP Career Impact

How did your CWP experience impact your career? Immediately after graduation? Now?

My experience at CWP helped me in many of my post-graduation interviews. The experience of running my own business helped me to demonstrate my understanding of sales and marketing, as well as a maturity that many of my peers didn't have. My CWP experience played a great role in me accepting my first career position out of college.

What was the greatest lesson you learned from your CWP experience?

I learned how important the ability to gain the trust of others is in any business or position. Sales and marketing play a role in any position one might be looking into. The CWP experience prepares you for that better than any other college internship or job can.

In one sentence, what has CWP meant to you?

CWP has given me invaluable experiences that have helped me get to the point where I am at in my career today. I built some of my greatest relationships, both personal and professional, at CWP. These are people I will keep in touch with for years to come and are some of the greatest colleagues I have ever worked with.

What's your favorite memory from CWP?

I loved CWP Washington's trip to Vancouver, BC! It was so much fun to go on an out-of-the-country trip with our team and have such a great time in an amazing city!

If you had a chance to say something to your District Manager, what would you like to tell him/her?

Lauren Beckner, you are the greatest! I don't know what I would have done without you. You were the most supportive, upbeat, helpful and fun DM. You made the CWP program so great for me and I am forever grateful to you for that. I'm so glad I had the chance to work with you when I did! You were an amazing boss and now you are an amazing friend.

How has the friendships and networks you built during CWP affected you?

I have maintained some fabulous relationships that started at CWP. I will be attending the wedding of a CWP colleague in the next year and have gone on multiple trips with other CWP friends both during and after our time at CWP. I have made some of my greatest friends through CWP!

Advice

What's your best advice for someone interested in entering your career field?

Previous internship and work experience in the field is always helpful, although not necessary. The human resources field requires the ability to handle many different client groups and manage various priorities and commitments on a daily basis. Informational interviews and job shadows would be a great way to get a better idea of what the human resources field entails.

What advice do you have for potential CWP participants? Current CWP participants?

I would encourage potential CWP participants to really think about what it is they want to accomplish while they are in college. If they truly want to set themselves apart and build their résumé early, CWP is the program they want to be a part of. They need to realize that it will be a lot of hard work, a lot of fun and a great experience that they will be able to speak to in interviews for years to come. For current CWP participants, I would encourage them to take advantage of all of the great opportunities the program has to offer. The more they put into the CWP program, the more they will get out of it. Don't just skate by doing the bare minimum. Really own your business and show everyone why you are the person to beat!

Last words of wisdom

CWP rocks! I'm so glad I was able to be one of the first sales program participants...especially seeing how much it has grown now! I'm proud to be part of the CWP family!



Skyler Heimark

Raymond James &

Associates, Inc.

Financial Advisor

Industry: Financial Planning

Penn State University

Finance

CWP: 2006-2007

Career Update

Brief description of duties/responsibilities

I'm a consultant to families and business owners who want customized solutions and a plan to accomplish their financial goals.

What has been your proudest accomplishment post-CWP?

Starting in 2012, I led a 138-unit building conversion from a failed Cooperative to a Condo Association. This involved navigating a multilingual environment and highly-diverse socioeconomic conditions. After receiving an insolvent 2013 budget, I restructured it to save more than \$120,000 without making unrealistic cuts, deferring necessary maintenance or damaging the Condo Association's future financial condition. Today the building has a healthy emergency fund, positive YTD cash flow and all employees will finally get a 10% raise in 2014!

Advice

What's your best advice for someone interested in entering your career field?

Learn the business in a support role before working on your own. The financial world is incredibly complex and mistakes can significantly impact others.

What advice do you have for potential CWP participants? Current CWP participants?

You get out of it what you put into it. Stay motivated by making friends with the other interns and listen to your DM.

CWP Career Impact

How did your CWP experience impact your career? Immediately after graduation? Now?

If not for CWP, I probably wouldn't have the desire or guts to work for myself! Graduating in 2008, it was also tough to get work in the financial industry. I'm

not sure I would have gotten my first job at Lincoln Financial if not for the experience and confidence I had after CWP.

What was the greatest lesson you learned from your CWP experience?

What I could accomplish if I put my mind to it.

In one sentence, what has CWP meant to you?

CWP changed my direction in life and taught me what autonomy, tenacity and ingenuity lead to.

If you had a chance to say something to your District Manager, what would you like to tell him/her?

Zack Matush. We don't see each other that often anymore, but it always makes my day when we get to hang out. If not for him I wouldn't be where I am today.

Last words of wisdom:

You only get one life. Enjoy it and take risks while you can!





Lanny Holstein

93.7 The Ticket Radio,
Huskers Illustrated
On Air Host and Beat Writer
Industry: Sports Journalism

University of Nebraska, Lincoln
Broadcasting and
General Business
CWP: 2010

Career Update

Brief description of duties/responsibilities:

I host a morning sports talk show on the Lincoln, Nebraska Fox Sports Affiliate and cover the Husker football team for *Huskers Illustrated*.

Any update you would like to add (marriages, births, joined memberships like EO, awards won, etc.)?

I won a Hearst Award for Radio Broadcasting last year.

What has been your proudest accomplishment post-CWP?

Getting my own radio show and winning a Hearst Award.

Advice

What's your best advice for someone interested in entering your career field?

Get in early and be ready to work your way up.

What advice do you have for potential CWP participants? Current CWP participants?

Make sure you are ready to work when you sign up. It's not worth half-a**ing.

CWP Career Impact

In one sentence, what has CWP meant to you?

It was a great place to start.

What was the greatest lesson you learned from your CWP experience?

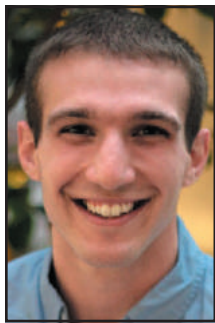
You have to work hard and spend a lot of time to have success at anything.

What has been your proudest accomplishment post-College Works Painting?



Winning two Big Ten championships with UM's women's rowing team and having a successful career.

*Margot (Woolley) O'Neil
Product Innovator at 7-Eleven, Inc.*



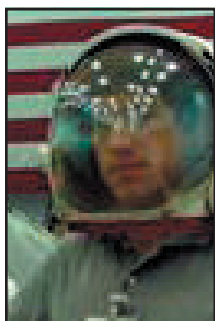
Growing Spread Effect from 0 to \$3MM in revenue in less than 3 years.

*Chris Warden
CEO of SpreadEffect.com*



Becoming the youngest director of operations in my company, age 24, by over ten years.

*Tyler Miles
Director of Operations
at Schlitterbahn Kansas City Waterpark*



Leading a team of engineers to develop a robotic gardening system under budget and ahead of schedule for NASA.

*Jordan Holquist
Aerospace Engineering*



Mitch Rankin

International Sports
Marketing, Inc.
Account Executive

UW-Whitewater
Marketing
CWP: 2012

Career Update

Brief description of duties/responsibilities:

Manage prior accounts and source new clients through business development and corporate communications as they relate to hospitality. Organize corporate hospitality at major sporting events around the world.

What has been your proudest accomplishment post-CWP?

Living 6 months abroad in Perth, Western Australia while finishing my degree and gaining valuable international experience.

Advice

What's your best advice for someone interested in entering your career field?

Be motivated, driven, and confident in your ability to succeed. Every day, do something that makes you uncomfortable. Learn from it, grow from it and become a more competent person from it in your professional, as well as your personal life.

What advice do you have for potential CWP participants? Current CWP participants?

Keep your hopes high and your motivation higher! An internship with CWP is not for the faint of heart. Those who strive to better themselves, and those who want more out of life, will be the ones who benefit most from their time as a CWP Branch Manager.

CWP Career Impact

How did your CWP experience impact your career? Immediately after graduation? Now?

I was offered a job before graduation, largely due to the experiences I gained through my involvement with CWP.

In one sentence, what has CWP meant to you?

A world of opportunities!

What was the greatest lesson you learned from your CWP experience?

Opportunities are sought out, seized and accomplished through hard work and dedication. Good things in life are presented to those who put the required time and effort in to achieve them.

What's your favorite memory from CWP?

Payroll Fridays. 'nuff said!

Last words of wisdom:

"You miss 100% of the shots you don't take." — *The Great One*, Wayne Gretzky





Evan Thomas

Planet Fitness

Owner/Regional Manager

Industry: Health and Fitness

San Diego State University

International Business

Career Update

Brief description of duties/responsibilities:

Opening new locations across Arizona and overseeing and maintaining operations across all of our stores.

Advice

What advice do you have for potential CWP participants?

Dive in head first and work your butt off. The payout is better in the end and you get to learn more from the experience.

More specifically, many college students struggle to choose between an internship specific to their target industry or doing CWP. What advice would you give them on this subject if they wanted to enter your career field?

Do both and stop being lazy. You have 4 years! That's how you get a job after school.

What's your best advice for someone interested in entering your career field?

Imagine the worst possible scenario and accept it as a possibility. Once you do this, your fear is gone and you can accomplish great things.

Last words of wisdom

Flow like water, embrace failure and keep a healthy dose of crazy.

CWP Career Impact

Did your CWP experience impact your career immediately after graduation? If so, how?

Absolutely. The hiring and management skills I learned help me tremendously in my day to day. Also the sales training is applicable to the psychology of how we conduct our tours and customer service.

What was the greatest lesson you learned from your CWP experience?

Opportunity is everywhere, you just need the eyes to see it.

Did the value of your CWP experience change over time? If so, how?

Yes. The value was more obvious as I met others who lacked such training.

If you had a chance to say something to you District Manager, what would you like to tell him/her?

Derek is my religion.

In one sentence, what has CWP meant to you?

Breaking down the boundaries of my world and the real world.





Bear Davidson

G&G Longhorns
President of Operations and
Marketing

Industry: Agricultural

West Chester University
Marketing

CWP: 2007-2009

Career Update

Brief description of duties/responsibilities:

Manage the day-to-day operations of the ranch. Develop marketing plans. Create marketing media. Handle customer sales.

Any update you would like to add (marriages, births, joined memberships like EO, awards won, etc.)?

I was awarded the Top 20 Under 40 within the Longhorn industry.

What has been your proudest accomplishment post-CWP?

Growing the 30-year-old company I work for by more than double than when I started.

CWP Career Impact

How did your CWP experience impact your career immediately after graduation? Now?

The organization and systems aspect was a huge benefactor. The experience to handle customers and objections was too. I have a sales team under me now. Working with them is a lot like being a District Manager at CWP.

What was the greatest lesson you learned from your CWP experience?

A lot of my dreams were there, I just had to step up and get them.

Advice

What advice do you have for potential CWP participants?

It's a good environment to gain life lessons quickly with guidance. And if you are going into any parts of sales, this is a great jump start.

What advice would you give to current CWP participants?

Enjoy it. Don't sweat anything.

What's your best advice for someone interested in entering your career field?

Experience is everything.

For those worried about their internship not being in their industry, what advice would you give them?



Learning business skills, sales and presentation skills, marketing, finance and managing employees will help you in every single position you may have in the future. You will have decades to master your target industry, but you won't have a chance like CWP again.

*Mohammed Esmail
President at Esmail Financial Strategies*



Do CWP as early as possible so that you can do it and then decide to either continue with CWP or move to a specific industry. If you only have one year left, the confidence and experience you gain at CWP far outweighs almost any other internship you will ever do.

*Max Lawrence
Deloitte*



Every employer wants to know that you can manage stress, run a business and sell (either a product or yourself). Every interviewer I had almost solely asked me about my CWP experience. Even though I had industry internship experience, it was not as important to them as was CWP.

*Fernando Angelucci
Dow AgroScience*



I would encourage anyone with an entrepreneurial spirit to absolutely choose CWP. It is an eye opening real life experience and will absolutely impact you as a business person moving forward.

*Joe O'Rourke
Key Account Specialist at Sam Adams,
Boston Beer Company*



Margot (Woolley) O'Neil

7-Eleven, Inc.
Product Innovator
Industry: Retail

University of Michigan
Sports Business
CWP: 2004

Career Update

Brief description of duties/responsibilities:

I work within our business innovation group where we focus on figuring out how we can take the brand to new places. We test ideas and build strategies to extend product lines, establish new categories, design concept stores and figure out ways to connect with our customers digitally (i.e., mobile apps). Our group recently launched new concept stores in Manhattan and Chicago (check them out!), created a partnership with Amazon Lockers and released our first mobile app for the brand. Lots more to come.

Any update you would like to add (marriages, births, joined memberships like EO, awards won, etc.)?

I graduated business school from the University of Notre Dame in May 2009. Got married in 2011!

What has been your proudest accomplishment post-CWP?

Winning two Big Ten championships with UM's women's rowing team and having a successful career.

Advice

What's your best advice for someone interested in entering your career field?

Be creative. Educate yourself by reading lots of books on other teams that have tried to innovate in large corporate environments (it's hard and comes along with a lot of politics). Be passionate. Learn how to think tactically so you can execute on your strategies and visions.

CWP Career Impact

How did your CWP experience impact your career? Immediately after graduation? Now?

It taught me how to lead teams, work with others and serve customers.

What was the greatest lesson you learned from your CWP experience?

Customer service is the cornerstone to any successful company.

In one sentence, what has CWP meant to you?

It launched my career. When I took my first position out of undergrad with the Detroit Pistons, the only experience they wanted to speak about was CWP.





Zachary Reed

General Motors
Financial Analyst
Industry: Automotive

Michigan State University
Finance
CWP: 2012

Career Update

Brief description of duties/responsibilities

Responsible for analysis and forecasting for global product development and logistics.

What has been your proudest accomplishment post-CWP?

Being selected out of 75 potential employees to join GM's rotational program.

CWP Career Impact

How did your CWP experience impact your career? Immediately after graduation? Now?

It helped me attain a job in the finance industry.

What was the greatest lesson you learned from your CWP experience?

Communication and expectations are essential to success.

In one sentence, what has CWP meant to you?

CWP was the internship that taught me how to become a self starter, and was ultimately the beginning of my career.

Advice

What advice do you have for potential CWP participants?

Success in CWP is all about consistency. Set a realistic plan and stick to it.

Last words of wisdom

Mistakes will be made. Learn how to correct them when they happen and how to prevent them in the future.

For those worried about their internship not being in their industry, what advice would you give them?



The lessons from CWP are applicable in any industry. Your other internship won't provide you any real experience.

Adam Williams
Attorney



Few internships give you the chance to *do* instead of *watch*. The experience may not be specific to your major, but it will be applicable to any job you could possibly apply for.

Mike Byrne
Managing Consultant at Berkeley Research Group



If you're not 100% sure you know what to do, then do CWP. The experience is very transferable to anything you do and will help you land that awesome internship/job.

Albert Luk
Hedge Fund Analyst



Employers are always looking to see what sets you apart from the other applicants. CWP is different and catches their eyes. It is what you learn from this interesting experience that draws the employer toward hiring you.

Na Na Dong
Registered Nurse at Hershey Medical Center



Marc Blumenthal

College Works Painting
Vice President

University of Illinois U-C
Economics and Finance
CWP: 2008 to present

Career Update

Brief description of duties/responsibilities

I'm in charge of recruitment, business development, HR management, financial analysis and training for a \$3.5-million-dollar company.

Any update you would like to add?

Founded and sold an apparel company in 2011.

What has been your proudest accomplishment post-CWP?

I founded a division of CWP in Minnesota which has been in operation for two years, totaling \$3,500,000 of revenue. As well, I have expanded my division to now operate in four states (MN, ND, SD, IA).

CWP Career Impact

In one sentence, what has CWP meant to you?

CWP gave me a chance to spread my wings and be recognized for my abilities.

How did your CWP experience impact your career? Immediately after graduation? Now?

Immediately after graduation, I founded a company. CWP gave me the confidence and funds to do so. I also attest a lot of my knowledge used to complete my first business venture, and as well in my current business, to CWP.

What was the greatest lesson you learned from your CWP experience?

There is no way to understand what you are capable of until you push yourself out of your comfort zone.

What's your favorite memory from CWP?

Cancún banquet after my intern year. I felt so honored to be a part of that group of college students.

If you had a chance to say something to your District Manager, what would you like to tell him/her?

Tom. You have always been a great mentor and friend. Thank you for playing

such an important role in my life.

What would you like to say to your clients?

Thank you for believing in me and allowing me to perform this service on your home. You were part of a very crucial summer that contributed to success in my life.

How has the friendships and networks you built during CWP affected you?

My friends from CWP have been the closest group of friends I have ever made. I hope to stay connected for a long time!

If you had to come up with a one-line slogan for CWP, what would it be? :)

An opportunity to see what you are made of.

Advice

What advice do you have for potential CWP participants? Current CWP participants?

This is an amazing opportunity...meaning that it is an opportunity to get exposed to business, develop as an individual and make money. None of those are guaranteed, just like life. You have to want it and strive to achieve it. CWP will give you a great perspective on what you are capable of. Do not take it for granted.

Many college students struggle to choose between an internship specific to their target industry or doing CWP. What advice would you give them on this subject if they wanted to enter your career field?

CWP develops you as a person. Before you can be a top performer in your industry or field, you must build yourself and your personal skills.

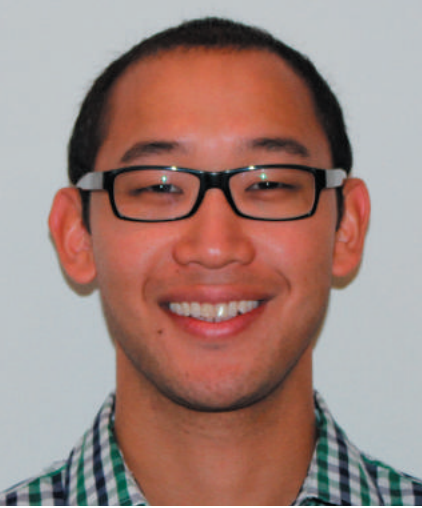
What's your best advice for someone interested in entering your career field?

My advice would be the same for any career field. Bring positivity and a desire to improve to the workplace every day. To be successful, you must be willing to work harder than those around you. Don't settle for other people's best, but strive for *your* best.

Last words of wisdom

Belief in your potential will bring you one step closer to success.





James Chen

Cuisine Solutions
Director of Educational
Development
Industry: Food Manufacturing

Penn State University
Business Management
CWP: 2008

Career Update

Brief description of duties/responsibilities:

I am the Director of Educational Development for the educational department for our company. CREA (The Culinary Research and Education Academy) specializes in sous-vide training for top chefs around the world. I have been brought on to re-brand, re-energize and develop our business via eLearning.

Any update you would like to add?

Married in 2012!

What has been your proudest accomplishment post-CWP?

My promotion from manager to director within a year of being with my current employer.

CWP Career Impact

How did your CWP experience impact your career? Immediately after graduation? Now?

CWP prepared me for the peaks and troughs that can be found in the business world.

What was the greatest lesson you learned from your CWP experience?

The greatest lesson I learned from my CWP experience was that relationships are EVERYTHING. Building bonds with people and establishing connections provides immense opportunities for success.

In one sentence, what has CWP meant to you?

CWP prepared me for the business world by showing me results that can be achieved through determination, drive and dedication.

Who was your favorite client? And what would you want to tell them about what it meant to work with them and how it's helped you get to where you are today?

My favorite client was my most challenging client. My DM had to come out and assist me. I learned the most from this client as they challenged every

single thing that I did and made me realize the world is filled with people who are all very different from each other.

How has the friendships and networks you built during CWP affected you?

I've kept in contact with, and randomly encountered, many of my CWP friends in numerous cities across the U.S. since I finished the program.

If you had to come up with a one-line slogan for CWP, what would it be? :)

We paint, we learn and we have fun!

Advice

What's your best advice for someone interested in entering your career field?

Stay focused on the long-term goals for your career as well as for your job. Always learn from your mistakes and celebrate the "wins," even if they are small.

What advice do you have for potential CWP participants? Current CWP participants?

Embrace the program from the start because it is a life-changing experience. Work and push yourself to the fullest because you owe that to yourself as well as CWP for providing you with the opportunity to succeed.

Many college students struggle to choose between an internship specific to their target industry or doing CWP. What advice would you give them on this subject if they wanted to enter your career field?

CWP can be applied to any field of study or career as drive, determination, hard work and business skills are essential for any line of postgraduate work.

Last words of wisdom

"There are no working hours for leaders." – James Cardinal Gibbons





Adam Figura

Lincoln Financial Group
Specialist, Advisor Sales
Projects and Programs
Industry: Financial Services

Temple University
Finance
CWP: 2009-2010

Career Update

Brief description of duties/responsibilities:

I am the Internship Manager for our California offices. I handle training, recruiting, metrics and managing our 10 interns. I also develop trainings for advisors.

CWP Career Impact

In one sentence, what has CWP meant to you?

CWP showed me the professionalism I needed to have to be where I am today.

How did your CWP experience impact your career? Immediately after graduation? Now?

Immediately after graduation, I joined Lincoln Financial and their Leadership Preparation Program (LPP). I was able to see different areas of our organization and the position took me across the country!

What was the greatest lesson you learned from your CWP experience?

Learning real-world experience. Being able to overcome my failures (everyone will have failures during the internship). I had to be able to get back up and keep moving forward!

Advice

What advice do you have for potential CWP participants? Current CWP participants?

You need to have adversity. You will get rejected and put down, but you need to have the drive and energy to move forward regardless of the obstacles in front of you. No excuses!!

What's your favorite memory from CWP?

Collecting my first deposit by myself on my first house. I was so nervous and luckily they had an 18-year-old daughter who told her dad, "What, are you really not going to give this kid the business?" They were an awesome family and I obtained a referral from them as well.

What has been your proudest accomplishment post-College Works Painting?



Becoming a published analyst.

*Chad Dillard
Equity Analyst at Deutsche Bank*



Growing the 30-year-old company I work for by more than double when I started.

*Bear Davidson, President of Operations and Marketing
for G&G Longhorns*



I took my love for paints to a much grander scale after CWP. I work for the fourth largest coatings company in the world, with revenues exceeding \$4 billion. I make sure we're reporting the correct financials for our bond holders.

*Dave Chiavacci
Accountant for Axalta Coating Systems*



Selling my first 1,000 Case Coolies (a product that I invented) was definitely my proudest accomplishment so far. Case Coolie is an early stage start-up so I literally manage every aspect of the business with my partners Adnan Hussain and Ben Albers, both CWP alum as well!

*Nick Niehaus
CEO and Founder of Case Coolie*



Preston Griffith

Cerner
Integration Architect
Industry: Health Care
Technology

Kansas State University
Business Management
CWP: 2007-2011

Career Update

Brief description of duties/responsibilities

An Integration Architect is responsible for the implementation, support and/or upgrade of Cerner solutions at client (internal or external) sites that represent integrated projects or at multiple Cerner engagements. The Integration Architect coordinates design, system validation, implementation and upgrade activities across solutions and venues of care.

What has been your proudest accomplishment post-CWP?

Being promoted within the first year at Cerner.

Advice

What's your best advice for someone interested in entering your career field?

Previous consulting experience will set you apart in this career and provide a great foundation for your employer to build on. Take time to really dive into the relationships you make and why they are important both on a professional and personal level. Knowing how to react to difficult situations will also help break barriers in the workplace. So learn from your mistakes and develop meaningful relationships now. This will help you become an effective leader in a consulting role.

What advice do you have for potential CWP participants? Current CWP participants?

Don't always think in the NOW, but look toward the WHY. For example, "Why am I learning how to manage a crew instead of me just doing the work myself?" A good leader will ensure they can focus on the bigger picture and not the smaller tasks at hand. Fast Forward..."How do you communicate priorities to the C suite at Hospital Systems?" It's surprisingly similar to managing a CWP branch.



CWP Career Impact

In one sentence, what has CWP meant to you?

The person I am today was built upon the relationships and values I learned with College Works Painting.

How did your CWP experience impact your career? Immediately after graduation? Now?

Within the 2 years at Cerner, I was given the opportunity to manage projects and lead our implementations. This is something that typically takes 4-5 years to obtain, but through my experience at CWP and degree from KSU, I was able to get this position that I thoroughly enjoy.

What was the greatest lesson you learned from your CWP experience?

Failure is an opportunity to build upon. It creates an invaluable learning opportunity and you must seize that moment to become a better leader. Many failures help build your leadership skills and transform the way you react to "challenges" going forward.

What's your favorite memory from CWP?

The look on all my classmates' faces every year when I visited Cancún for free!!!

If you had a chance to say something to your District Manager, what would you like to tell him/her?

I don't want to inflate Sean Phelps ego anymore than it already is, but he has helped me get to where I am today. Also Sean, Tiffany and Noah remain some of my best friends!

Last words of wisdom:

Do what you need to do now so you can do what you want to do later.



Tanzina Islam

American Public Power
Association
Energy and Environmental
Specialist
Industry: Energy

University of Texas at Austin
Economics
CWP: 2011

Career Update

Brief description of duties/responsibilities:

I provide technical, regulatory and compliance assistance to APPA members and staff on engineering, environmental, energy and related issues.

Advice

What advice do you have for potential CWP participants? Current CWP participants?

I would advise anyone in CWP to simply keep working at it. The program is tough and it really makes you grit your teeth, but it gives you an opportunity to see your weaknesses and work at them.

CWP Career Impact

What has CWP meant to you?

I started CWP at a time when I had no idea what I wanted to do upon graduation. After completing CWP, I had a great advantage over many of my peers because I had gone through an experience that taught me a ton about myself, what I find interesting and what I absolutely hate. It was a wonderful growing process. It kicked my butt and now I understand how hard I am able to work and how far I am willing to go with any type of project I undertake.

How did your CWP experience impact your career? Immediately after graduation? Now?

CWP really helped me understand my limits and how far I can stretch myself. I worked harder in CWP than I thought I could and now I know that I can put that much effort into the work I currently do.

Last words of wisdom

If it seems like a good thing, you might as well give it a chance. You never know when it will open the door to an unforeseen opportunity that will change your world.

Did your College Works Painting experience impact your career immediately after graduation?



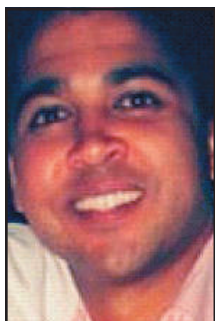
Immediately after graduation I pursued a career in professional football. After participating in NFL preseason camps, I played 2 years of Arena Football. Because of my experience with CWP, I was able to jump back into the professional world with ease. CWP continues to pay dividends 5 years after graduation.

Mike Dell
Analyst at Bridge Bank



The progression of becoming an intern to completion of CWP gave me the foundation to pursue bigger personal goals. Whether it's promoting myself to brands or magazine editors or just being confident to put myself on the line, all these skills are helpful.

Alexander Barber
Brand Ambassador for RMI, Zeal Optics, Nuun Hydration, Adventure Medical Kits, Eddie Bauer/First Ascent



After successfully completing CWP, every new challenge seems achievable.

Doug Diakite
Asset Manager at Kondaur Capital



CWP made me look great on my résumé and opened up opportunities for great internships the following year in my career field. I have not graduated yet, but I already have a full-time job waiting for me when I do.

Brianna Baldwin
IT Advisory Associate for KPMG



Jessica Rich-Plotkin

Solarcity

Field Energy Consultant Mentor

Industry: Energy

UC San Diego

Economics and Psychology

CWP: 2007-2009

Career Update

Brief description of duties/responsibilities:

Sales, lead generation, referrals and customer account management. Training new Field Energy Consultants in sales, lead generation, referrals and time management.

What has been your proudest accomplishment post-CWP?

Being promoted to Field Energy Consultant Mentor and in training to be the next Regional Sales Manager for Solarcity within a year of working for the company.

Any update you would like to add?

Bought my first house a year ago and am now purchasing my first investment property.

CWP Career Impact

In one sentence, what has CWP meant to you?

CWP was a crash course in sales, business, time management, leadership and entrepreneurship. I learned more in 1 year of CWP than I did in all 4 years of college.

How did your CWP experience impact your career? Immediately after graduation? Now?

If you can imagine knowing all of the best and worst things you can do in sales, business and leadership before you ever start your career, that's what CWP does. You are put in an internship where you have the freedom to make mistakes and take chances so that you don't have to second guess yourself the next time around. Since I had already had the most intense experience in sales, time management and leadership possible, the next job I took was cake. I had more confidence than I ever would have had and was promoted much quicker because of the CWP experience. CWP gives you an edge over any other job applicant.

What was the greatest lesson you learned from your CWP experience?

The customer's experience is key. A happy customer leads to better profit margins, better reviews and most importantly, referrals.

What's your favorite memory from CWP?

The trip to Mexico at the end of the year was by far my best memory. I can't go into the details, so you will just have to hit the numbers to experience it for yourself.

If you had a chance to say something to your District Manager, what would you like to tell him/her?

The hard times were worth it.

What would you tell your clients about what it meant to work with them and how it's helped you get to where you are today?

My first customer taught me the value of developing a relationship. In sales it is so easy to get caught up in being #1, making money or hitting quota. My customers helped me to always remember that their experience has to be put before any of that.

How has the friendships and networks you built during CWP affected you?

After leaving CWP, another CWP alumnus, who was a VP in Massachusetts, asked me to recruit for his new solar company after hearing about me through the CWP grapevine. Since leaving CWP, I have met many other alumni and each of those relationships has helped me get further in my career.

Advice

What's your best advice for someone interested in entering your career field?

You get out what you put in. Plan on putting in a lot of time if you want to make a lot of money. This is not a career for lazy people. You must be exceptional at sales, communication, time management and follow-up skills.

What advice do you have for potential CWP participants? Current CWP participants?

Think big and take chances. This is the only time you will be able to take a "practice shot" at your future life/career. You will make mistakes and learn from them. You will have successes and develop a hunger for more. Listen and learn from the successful people around you and don't re-invent the wheel.

Many college students struggle to choose between an internship specific to their target industry or doing CWP. What advice would you give them on this subject if they wanted to enter your career field?

CWP is a perfect real-life experience in sales and leadership, but it also pushes you to your limits in time management and adversity. Most people who fail in life and their careers do so because they give up and don't believe in themselves. CWP has the ability to help you gain confidence in yourself and your ability to overcome obstacles. I can't think of any single career where confidence and problem solving aren't highly valued.



Taylor Smith

Blueboard, Inc.

CEO & Founder

Industry: Sales Compensations
and Benefits

University of California, Berkeley

Industrial Engineering and

Operations Research

CWP: 2009

Career Update

What has been your proudest accomplishment post-CWP?

Starting an e-commerce/distribution business, being able to quit my job after only 8 months of running it and having 4 full-time employees who trust me to run a boot-strapped company with very little funding.

CWP Career Impact

In one sentence, what has CWP meant to you?

CWP was the best thing that ever happened to me. It changed the way I attacked challenges and solved problems and I met a ton of cool people along the way.

How did your CWP experience impact your career? Immediately after graduation? Now?

I knew that I could work for myself and that I didn't need a larger company to help me to succeed. It gave me the confidence to know that I could handle anything that came my way.

What was the greatest lesson you learned from your CWP experience?

The value of hard work. The most successful people in CWP weren't always the most charismatic people. The one common trait that top performers have is the ability to grind.

Who was your favorite client? And what would you want to tell them about what it meant to work with them and how it's helped you get to where you are today?

Phil. We never worked together because you chewed me out for not leaving you a pre-consultation binder like I said I would. I learned a great lesson from you about setting expectations and the importance of follow-through. In order to win business you have to do both the former and the latter with grace.



How has the friendships and networks you built during CWP affected you?

I still keep in touch with a few of the guys, and we connect on a different level because we've been through the same stuff. These guys are different (and better) quality friends for bouncing ideas off of and getting stuff done.

If you had to come up with a one-line slogan for CWP, what would it be? :)

Jay-Z killed it in this one: "I'm not a businessman....I'm a BUSINESS, MAN!"

Advice

Many college students struggle to choose between an internship specific to their target industry or doing CWP. What advice would you give them on this subject if they wanted to enter your career field?

People in college think they know what they want, but they really have no idea. Trying an internship like this that is broad in scope (sales, marketing, production, general execution), but very intentional about skills developed (leadership, management, commitment, ownership) allows people to have greater flexibility in the job market when they get to the point where they have a better idea of what they want to do. It's totally hard for most of the students to see that, but focusing on something like this to build broadly-applicable specific skills will suit people in the long run much better than building narrow skills in an industry they might not end up enjoying.

What's your best advice for someone interested in entering your career field?

Whatever crazy idea you have, the best thing you can do is to start. Without starting, you'll forever be a dreamer and never accomplish anything.

What advice do you have for potential CWP participants? Current CWP participants?

The experience you'll get at CWP is unparalleled. Don't be a wuss... Try it out.



Mark Tefteller

AT&T

Interconnections Agreements
Manager (Int'l Contracts)

Industry: Telecommunications

BYU (Undergrad);
Thunderbird (MBA)
Business/Language
CWP: 2007-2008

Career Update

Brief description of duties/responsibilities

I maintain and manage AT&T's international contracts with telecommunication service providers throughout the world with my focus mainly on the Asia-Pacific region.

CWP Career Impact

In one sentence, what has CWP meant to you?

It was the foundation for my business and managerial experience for everything else that has followed.

What was the greatest lesson you learned from your CWP experience?

Sustained work and passion day after day despite disappointment and successes.

Advice

What advice do you have for potential CWP participants? Current CWP participants?

Allow the day in and day out challenge to book more work and find more clients to drive you to take ownership for your own successes in your life. Effort marks the character of a person.

What's your favorite memory from CWP?

Celebrating with Gavin Lantzy and the team in Cancún after a satisfying summer of 2007 producing (not just booking) \$127,494 in work.

Many college students struggle to choose between an internship specific to their target industry or doing CWP. What advice would you give them on this subject if they wanted to enter your career field?

All industries want to see managing experience with numbers that reflect commitment and results – CWP does that!

If you had to come up with a one-line slogan for CWP, what would it be?

CWP = Commitment, Work, Professionalism

Did your College Works Painting experience impact your career immediately after graduation?



It launched my career. When I took my first position out of undergrad with the Detroit Pistons, the only experience they wanted to speak about was CWP.

Margot (Woolley) O'Neil
Product Innovator at 7-Eleven, Inc.



CWP gave me a test drive of how the real world works when I was only 18. Adversity, challenges, back-up plans and seeing how I reacted to failure were valuable to learn young. Immediately after graduation, I was on a different level than my peers going after similar positions. Résumé was nice...real world application was even better. Now, it's been like training for a 26.2-mile marathon and you find out you get a golf cart the day of the race!

Phil DiMauro
Small Business Consultant at ADP



CWP impacted me in two ways. First, after completing the internship, I decided that my passion in business is in consulting. I talked with several of my CWP clients who were in consulting fields and it encouraged me to switch from the financial field to economic consulting. Secondly, my confidence to excel in the workplace increased. I had very little experience before the internship and what I learned boosted my knowledge and time management skills.

Emily Job
Analyst at Analysis Group



Employers were impressed that I managed my own business as a college student and it was good talking point in almost all of my interviews. Now, I still employ many of the skills I learned with CWP at my current position.

Steve Sypek
Financial Services Advisory Staff at Ernst & Young



Jesse Villanueva

Valore Inc.

Business Development Manager

Industry: College Focused
E-Commerce, Textbooks &
Student Loans

San Diego State University
Economics

CWP: 2007-2008

Career Update

Brief description of duties/responsibilities

Manage Operations for the Business Development team across all three business lines: ValoreBooks.com, SimpleTuition.com and SmarterBucks.com. Mainly dealing with the supply & demand side partnerships for both market-places Valore Major Textbook sellers & affiliates (traffic drivers). On the loans side, lender relationships and affiliate relationships.

Any update you would like to add?

I was selected into the Lavin Entrepreneur program. Ended up representing SDSU in the International Business Plan competition after winning the SDSU competition and won a few 1st places. Since then, I sold off tech assets to a newspaper group. Now here at Valore, I've grown the company 3x year over year for the past two years running. I'm getting ready to raise a massive round of funding from one of the top five VC firms in the world to fast track our path to IPO.

What has been your proudest accomplishment post-CWP?

After graduating from SDSU, beating out all the top Ivy League business schools at business plan competitions and having way more fun than them doing it.

Advice

Many college students struggle to choose between an internship specific to their target industry or doing CWP. What advice would you give them on this subject if they wanted to enter your career field?

While it may seem like you're signing up to paint houses, it is so much more than that. The sales experience (which is invaluable in any field/industry) and the business management and marketing skills you will learn can be replicated and used across any field. There's no other place you can get experience like this. That industry-specific internship will be there next year and you'll be way more of an all star at that position after having been through the CWP experience.

How did your CWP experience impact your career? Immediately after graduation? Now?

I did the program my freshman year, but immediately after excelled in my next position selling advertising for a newspaper where I quickly ranked up to running that show. While I was there, I identified two opportunities which were being under served, so I started two companies: Fourth Estate Mobile & SDBlackbook (aka SudokuSaver and AztecDeals). It gave me a skill which is far more valuable than a piece of paper.

What advice do you have for potential CWP participants? Current CWP participants?

Opportunity to make money is out there, you just have to bust your butt to grab your share. Ask for help from your DMs...they've done this once or twice. Don't be lazy. Get out there and get it done. Frat party on a Friday night and wake up late for marketing or suite party in Vegas once you get that first summer check? Your choice.

What's your best advice for someone interested in entering your career field?

Network like crazy, be confident, be on the lookout for good opportunities and be strategic/creative about how you approach them. Make sure you are very selective about the company you choose and what you'll be doing there...don't just take a job. Be the best at what you do because the best gets paid.

CWP Career Impact

What has CWP meant to you?

It was the ultimate sales experience that gave confidence to go out there and get something done. I always thought owning a business was something far more complicated. It was my first real experience with the business world and was nothing like the feeling when someone hands you over a paycheck.

What was the greatest lesson you learned from your CWP experience?

Running a business isn't that complicated. Everything will work out in the end, just be persistent and positive, don't dwell on things and find solutions.

Last words of wisdom

If you're going to do this, do this for you and for no one else. Figure out what you want to do in life and what your ideal job is and start doing things that will get you there. Teach yourself a skill or two on the way because that piece of paper you're overpaying for doesn't mean much these days. Sales alone will land you plenty of \$100k+ jobs and CWP will provide you with more than enough training and experience in that department.

If you had to come up with an one line slogan for CWP, what would it be? :)

More than an internship, an experience.



Adam Williams

Self-Employed Attorney

University of Michigan
Business Management
CWP: 2002-2003

Career Update

Brief description of duties/responsibilities

Lawyer stuff.

What has been your proudest accomplishment post-CWP?

I had a job offer to work at a law firm when I went out on my own. My income in my first 6 months was as much as I would have made over 12 months working for the man.

CWP Career Impact

Did your CWP experience impact your career immediately after graduation?

After graduation, I entered law school and also got my MBA. About two years after graduation, I started my own law practice.

Does your CWP experience continue to have an impact on your career today?

All the time. It gave me the basics of running a small business.

What was the greatest lesson you learned from your CWP experience?

#1 - Sales. You're going to face rejection, so get over it. #2 - Delegation. Spend your time growing the business, not working in the business. #3 - Dealing with problems. I only painted someone's house the wrong color one time. Since then, many problems don't seem as bad.

In one sentence, what has CWP meant to you?

It gave me a head start. Lots of people think about starting a business. CWP gives you that opportunity with more of a safety net than you'll ever have.

Advice

What advice do you have for potential CWP participants?

If you work as hard as possible, you won't have any excuses.



More specifically, many college students struggle to choose between an internship specific to their target industry or doing CWP. What advice would you give them on this subject if they wanted to enter your career field?

The lessons from CWP are applicable in any industry. Your other internship won't gain you any real experience.

Last words of wisdom

The real value in the program isn't in the pay-check.

What advice to you have for potential College Works participants?



CWP allows you to work on and hone in your skills as a young person. Your skills will shape who you become. These skills can only be learned through experience. No classroom can teach you that...and my degree is Education!

*Joe Young
Sales and Recruiting for Hi-Tek Professionals,
Aerospace Engineering*



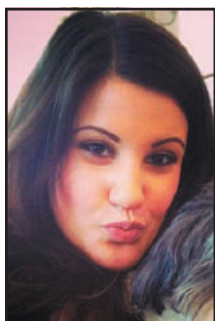
Don't be worried about being scared, we ALL were!

*Max Lawrence
SAP Senior Consultant at Deloitte*



No matter the career path, successful people seem to have an above-average work ethic, strong communication skills and confidence. All of these traits were improved upon through my CWP experience.

*Ben Yonge
CEO of Equity First Realty, Real Estate Investment*



I knew from the beginning I was about to do something completely out of the ordinary in terms of "the college experience," but that was what I loved about it. I loved being a part of something most people weren't cut out for. I have found since CWP I continue to seek out experiences that challenge me.

*Gabrielle Shaffer
Manager of Executive Operations for Mally Beauty*

In one sentence, what has College Works meant to you?

College Works has taught me so much...it's hard to remember what I was like before College Works. *(Jason Griffin, Financial Representative at Northwestern Mutual)*

CWP is probably the most challenging and rewarding internship you can do in college. *(Grace Ding, Senior Engineer for Baxter Healthcare)*

It was a learning experience unlike any other. You love it, you hate it, but in the end it makes you a more complete business person. *(Kyle Korte, Analyst for Johnson & Johnson)*

I learned more practical knowledge and gained priceless experience in 3 months (and was paid) than I did in attending a university for 4 years and paying them \$120,000. *(Nino Smith, Account Executive at Worldwide Express)*

CWP has meant so much to me because they gave me a chance to prove myself and I developed an unparalleled work ethic that I'm not sure I would have without CWP. *(Vic Gupta, Project Manager at Coyote Logistics)*

It was the *Intro to Sales 101* class that my college did not offer. *(Adam Craft, Director of Sales and Marketing at Dry Force)*

OK, this isn't one sentence. Because the sentence requires explanation.

CWP ruined me.

That's exactly what CEO Spencer Pepe told us the first day of our Branch Manager training. He told us that those of us who were successful, would have the rest of their lives ruined. We would never look at business the same way other people do. Successfully undergoing our first entrepreneurial experience would irrevocably and inexorably change us as business people.

Steve Jobs said, "When you grow up, you tend to get told the world is the way it is and your life is just to live your life inside the world. Try not to bash into the walls too much. Try to have a nice family, have fun, save a little money. That's a very limited life. Life can be much broader once you discover one simple fact: Everything around you that you call life was made up by people who were no smarter than you and you can change it, you can influence it, you can build your own things that other people can use. Once you learn that, you'll never be the same again."

That's exactly what Spencer was getting at that day. Yes, thanks to my extremely-successful experience with CWP, I have never been the same since. *(Nick Timmons, Sales Executive at Personify)*

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