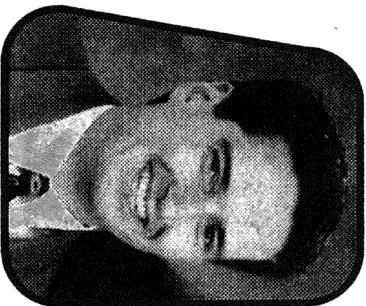


NATIONAL SERVICES GROUP

FINALIST



Jason Reid



Matthew Stewart



Jeff Gunhus



Spenser Pepe



Tracy Meneses

Although National Services Group is the parent company of Student Works Painting and College Works Painting, its core business is not painting. It is developing entrepreneurs in a small-business context.

All of the company's co-founders — Jeff Gunhus, Tracy Meneses, Spenser Pepe, Jason Reid and Matthew Stewart — worked for NSG's predecessor,

Student Works Painting. After Student Works Painting went out of business, the five NSG co-founders bought the rights to the name and founded NSG on similar principles.

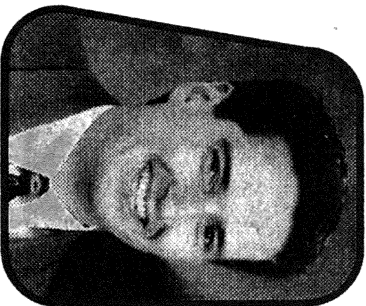
The company recruits its front-line employees from colleges, trains them for three months, then bankrolls the employees in running a local painting business over the

summer. Each territory supervisor is referred to as an intern. The interns who are accepted into the program are trained in painting (though most painting is done by hired professionals), sales, marketing, customer service, hiring, accounting, and how to organize a territory.

The NSG model has led to consistent revenue gains, with 2001 figures expected to double those of 2000. NSG currently operates in 15 states, with plans to expand to 21 states by 2003.

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