

To Whom It May Concern,

This past summer I embarked on a great learning experience that pushed me outside of many comfort zones. Guiding me through this whole process was my District Manager Jon Baston, who provided me with the encouragement and motivation to persevere through this internship.

My journey started a little different than others because I was a summer intern only. Starting up in late May I was significantly behind the other interns and needed to get started as quickly as I could. I knew right away that the only way this would happen was to put in a lot of hard work. Setting goals right away, I was aware of what needed to be done.

Going out and knocking on doors really put me out of my comfort zone at first because I always felt like I was annoying others. Once I gained more confidence in what I was doing, going door to door became an excitement because I was eager to convert them into a future client. Not only did I start late, my success came late as well. I hit a bump in the road because I was converting a lot of leads in to estimates but no one was committing to me. The ones that did commit actually ended up backing out, so I began to become very stressed out and disappointed.

Sticking with the internship and pushing through the hard times are what have helped me gain the great experience that I have. Success started to come with the hard work that I put in. Has it been really tough and at times have I wanted to quit? Yes. But sticking with it is the best thing that I have done. Not only have I learned more about the business world and myself, but I have grown as a person and learned how to manage a lot of other things in my life as well.

Brett Tobin

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