

To Whom It May Concern:

I'd like to thank both Therese Pham, [Brian Moaddeli](#) and Robert Sprong for making my experience with College Works Painting possible. Therese, for teaching me everything I know and Rob for taking a chance on me.

As a Junior at UCI I had little work experience and a close to average GPA. Studying Psychology, although knowing I would never become a Psychologist, I had no idea what to do after graduation. I had big dreams of success but no guidance or idea how to get there.

I became an Intern for College Works my junior year after being introduced to the program by Therese and hired by Rob. Throughout the interviewing process I became aware that this experience would be the most challenging and rewarding one of my college career.

My Regional Consultant, Therese, trained me in every aspect of building a business and mentored me in developing a skill set I would never have learned in the classroom. She marketed with me- door to door, cold calling, warm calling, referrals, etc until I learned it all and found my niche. I learned sales skills that have taken me much beyond knowing how to sell a paint job, but selling the value of myself. These sales skills taught me diverse communication skills, as I dealt with 30 sets of clients ages 28-78 over the 5 month program.

Once summer hit, I had the communication and confidence to hire, fire, and manage employees twice my age. I practiced infinite management approaches until I found what best suited me. What I found was my passion in developing relationships. The relationships I developed with my painters, my clients, and eventually my regional consultant has all lasted more than just a summer with College Works. They have become some of my best friends and my family.

My adventure with College Works was more than an internship and skill development. For me, it is a lifestyle.

Thank You,  
Kyla Hunts