

College Works Painting

To whom it may concern,

College Works Painting is an internship that will shape how you work for the rest of your life. I started off the internship not really knowing what I was getting myself into. I knew it would be a hard experience and that it had to do with sales and marketing but I didn't really know everything that I would be doing and what I would be able to take away from it. As the internship started and I commuted from school to home every weekend in order to market for the summer I could see myself getting tired of it already, and my friends were just as tired of me leaving. As I stuck with it though, marketing and estimates got a lot easier to do as I became more comfortable talking to clients and more familiar with the standards. As the summer went on and production started I got closer with my clients and had to deal with their scheduling conflicts, some bad attitudes and cash dilemmas. But I stuck with it and was able to handle everything that came my way. Looking back on College Works Painting it was probably one of the hardest jobs I could have had this summer, but also the most rewarding. I didn't love every minute of it but looking back I'm very glad that I completed this internship. It has improved my ability to talk to clients, deal with objections and has taught me the basics of selling, running and managing my own business. It is a tough internship but if you stick with it and keep trying than you can succeed.

- Taylor Benjamin