

Dear Parent,

My son, Ben, was recruited to College Works Painting (CWP) in the fall of 2007 and has worked three seasons with the company. I was initially quite opposed to his joining CWP and tried much to dissuade him. I was especially concerned when he missed some days of school to do training with CWP. Now three years later, I have a better perspective. Here follows some observations.

In my professional life, I have learned to respect companies that have systems and processes to better assure success. I believe CWP is such a company. I believe interns, with little sales and business experience, will have a good chance of success if they work hard and follow the systems and processes. If you suspend your doubts and ask your son or daughter to teach you what they are learning, you will gain more appreciation for the learning and earning to be had. I believe they will get better and better as they keep at it and follow the patterns of prior success shown by prior interns.

I have seen much development in my son of which I attribute to CWP. Because he has worked much harder than most college students, he has learned and earned more. He is better equipped for success in his future work life.

I cannot assure you that your son or daughter will be successful with CWP, but I believe there is much more to learn there than other college employment opportunities. I am glad my son persisted when I was initially trying to discourage him.

Very best regards,

Duane Toney
CPA/Personal Financial Specialist