

College Works Painting Reference Letter
Robert Benkeser
Senior, Economics, UCLA

My College Works Painting experience not only taught me what it takes to succeed in business, but more importantly what it takes to succeed in life

January 28, 2011

To whom it may concern,

My College Works Painting experience not only taught me what it takes to succeed in business, but more importantly what it takes to succeed in life. Admittedly, I did not finish as one of the top interns in terms of sales. But I carry the lessons College Works Painting taught me to this day. Both my leadership and teamwork skills have flourished as a result of my investment in College Works Painting.

College Works Painting showed me that successful leadership requires goal-setting, resilience, and integrity. Through my experience managing painters, I discovered that by setting goals and clear rules, I gained support from my painters. With a vision for the future and clear steps to get there, I inspired confidence in others. Marketing my business taught me the value of resilience. At times, cold-calling door to door seemed hopeless. But once I changed my strategy-by hiring marketers and implementing new techniques—my efforts paid off. Working with time get gave me an appreciation for integrity. I learned during College Works that when times get tough, your true character reveals itself. By testing the limits of what I believed I could accomplish, College Works helped me acknowledge and tackle my weaknesses.

College Works Painting also showed me that accomplished team players make sacrifices. A few weeks into the summer, I took on some of the work of a struggling fellow intern. Building trust with homeowners I had not met before demanded extraordinary effort. But through determination and hard work, I succeeded in completing every one of these jobs. I

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understand the importance of adapting to new challenges in a team environment.

After finishing College Works Painting, I applied the skill I learned towards my academics—

achieving college Honors and Economics Department Honors in the process. My junior year I

completed a legal internship with justice Corps in which I educated self-represented litigants

about their legal rights and responsibilities. In my senior year, I decide to pursue a banking

internship, preferably in a sales or client-facing role. Without my College Works Painting

experience, I would have never known that I enjoy working with people and assisting them with

important financial decisions. Most importantly, thanks to College Works and my District

Manager, Pantea Tahbaz, I now possess the courage and confidence to follow my ambitions.

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