

To Those Interested in the CWP Experience,

I've sat through many economics classes where the teacher has explained to the class the laws of supply and demand. These laws are simple to understand and explain, but actually seeing them in action is a completely different revelation. As an intern at College Works Painting, it was extremely gratifying for me to use and put these principles to work. My experience as an intern was straightforward; my business offered painting services and jobs for people who were in need of home improvement and employment. It seemed like such a leap of faith for me at the beginning of the internship, but I learned how to provide a service just as the largest corporations in the world provide services, granted on a smaller scale, and made very good money while doing it. CWP taught me that starting your own business is completely achievable, it taught me how to market a business, and CWP taught me that painters are the flakiest people in the world! Just kidding, what it really taught me is finding the right employees is very important for an organization to function properly and these people should be rewarded.

The lessons I learned at CWP have been used and will continue to be used by me well into the future. You really are not just a leader, but THE leader when you build and manage a business from the ground up. You learn quickly to lose your fear of the unknown, to be persistent, and that starting your own projects can be done if you commit to them. I can't tell you how many times I've used my learned skill of persistence to get things done. You learn that the old-saying "the squeaky wheel gets the grease" applies to many situations when you are working with other people. It is not meant to be an insult, but everybody has so many things going on in their own lives that it is hard for them to keep track of the things that are on *your* agenda. Asking more than one time for something to be done is the norm and if you get lost with your first request, you will rarely accomplish much.

Learning how to sell, although when I say "sell" you probably cringe at the thought of pushy salesman, is so important and one of the most, if not *the* most, important skill CWP teaches its interns. The truth is there *is* a technique and you *can* learn how to sell to people. Understanding why someone may not want your service and if that is a valid reason is highly important to service providers. In 1977 Ken Olson, president of Digital Equipment Corporation, said, "There is no reason anyone would want a computer in their home." Why did he say this? He just couldn't imagine computers and the enormous amount of possibility they had that we can see today. If someone could have persuaded him to take on a different perspective, maybe then he could have seen the potential for computing. If you can persuade others to your own point of view, you will not only be a very valuable person to any organization, but also able to substantially help the people around you.

Working with College Works Painting during my college experience created a long-lasting impression upon my life. The internship taught me skills such as how to start a business, how to be persistent, and how to sell. In truth it is so hard to put onto paper everything I learned in one summer at CWP. To those who have embraced their roles as interns at this company and those who will do the same as I did in their future at CWP, I wish the best of luck.

Best Regards,

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CWP Summer of '08