

College Works Painting Texas Inc.

To Whom It May Concern:

I am writing to express my sincerest gratitude to have had the privilege to work with Brad Blair this past year. Employed under National Services Group and College Works Painting Texas, Brad has exemplified excellence in sales and production management. As a junior coming into the program this past spring, he was expected to perform above the company's national averages. He held himself to those above and beyond standards I set for him as well as continued his personal growth and development throughout the program.

College Works Painting gives students the opportunity to run a small business throughout the spring and summer time. Brad's sales season ran from February to May, where he was expected to market his business, complete estimates for clients, sell painting projects to homeowners, keep in contact with clients, prepare for production, and make excellent grades while attending Texas A&M University. Not only did Brad learn quickly to market his business, but he found his most optimum markets and expanded from solo door to door marketing to running a highly specialized marketing team. This initiative was able to fuel the needs of his business as he closed out his season with 248 leads, more than any other Branch Manager in Texas.

College Works Painting Branch Managers are expected to begin producing the first week of May. This happens to be the same week finals are held to end the term of the school year. Under extreme pressure from his professors, and myself, Brad was able to not only start production on time, flawlessly, but also perform well on his finals. Brad's production ran from May to August, where he was expected to hire multiple crews of painters, sub-contract wood repairs, complete paint jobs in a timely manner, manage client expectations, budget projects, manage expenses, turn profit, and continue growing his business by extending his sales season. Again, Brad was a pleasure to work with, being the most autonomous and pro-active branch manager in the state. In fact, Brad finished his projects far before the deadline of August 22<sup>nd</sup>. His entire business consisting of over \$51,000 in revenue and 26 houses was produced within the months of May, June, and July.

I would highly recommend Brad Blair as an addition to any company looking for an employee specializing in sales and production. I am confident he will perform to the uppermost standards of quality, timeliness, and customer service.

Lindsay Donsbach  
College Works Painting Texas  
Vice President

(512) 786-3472