

Ben,

Just a brief note to tell you how pleased I am with the professionalism of one of your staff members, Jim McLarty. I don't often take the time to listen to unsolicited cold calling at my front door, but Jim made his sales pitch quickly and effectively. When an earlier time slot became available to return to complete an estimate, Jim contacted me and made it work.

I was in the career services office at Indiana University for several years and I met with both parents and students who were disappointed in the summer intern experience with your competitor, College Pro. With this perspective, I was a bit skeptical. However, I did not allow my past experience to filter out Jim's presentation on the benefits of your company.

I understand he is a rising star with College Works, and you are making an excellent choice in providing him with valuable lifelong skills and professional development. I work with thousands of undergraduate and graduate students and am always appreciative of a company's focus on the personal and business skill development of summer interns. It is a great fit with our mission, too.

Your crew will be working on my home this summer and I anticipate the end result will be as positive as the beginning.

Have a great day,

Mark

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