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To whom it may concern:

Since I left Collegiate Entrepreneurs I am happy that I have been able to maintain my relationship with Chris Sullivan and other colleagues at the company. I continue to benefit from the time I spent with Collegiate Entrepreneurs and in fact I am currently doing a research project with Collegiate Entrepreneurs for one of my MBA classes. Recently, Chris asked me to take the time to reflect on my career at Collegiate Entrepreneurs. So, I am writing this letter to do that and I hope it may be useful for others as they try to figure out their own path into the business world.

Four years ago I was hired on to be a branch manager at Collegiate Entrepreneurs. At the time I was a freshmen working towards a degree in finance. I was looking for a challenging job that would set me aside from the rest of my classmates. I knew that each year hundreds of students graduated from the University of Maine's business school and I wanted to separate myself from the pack. As a Branch Manager, I was entirely responsible for running my own small business. This included full responsibility for all aspects of the business enterprise. From marketing and sales to production, as Branch Manager I was responsible for getting it done. Although my goal for the first year was \$30,000, I produced \$87,100 in residential house painting and employed a crew of five. Due to my success, I was promoted to be a Regional Manager. In 2006, I directly managed another \$96,000 branch in Bangor, Maine. In addition, during the months from September on, I recruited, sponsored and trained a crew of Branch Managers covering a geographic area across the state of Maine. This allowed me to expand; and at this point I oversaw four crews and fifteen employees. In 2006, I was able to produce \$220,000 in residential house painting. I was awarded "Executive of the Year" for 2006. In 2007, I was promoted to Senior Regional Manager of Maine. Once again in the off season I recruited, sponsored and trained a team of seven managers. I was awarded "Manager of the Year" for 2007. My duties were very similar in 2008 and cumulatively I was responsible for \$1 million in business during my tenure at Collegiate Entrepreneurs.

Although I invested a lot of time into running my business I think it was equally important that I stayed focused on school. I graduated with a 3.76 GPA and was very active in my class and in extracurricular activities. While working for Collegiate Entrepreneurs and being a full time student, I was President of my hall governing board in 2004-05, President of the Sophomore Owls in 2005-06, and a Resident Assistant in 2005-2007. Between, 2007-2008 I worked part time for a wealthy individual investor doing trading and research, and I was the Co-President of SPIFFY. SPIFFY is a \$1.3 million portfolio run autonomously by students and makes up about 1% of the assets of the University of Maine Foundation. I mention this because

I believe that maintaining a balance between school and work is what made my experience so successful. One of the greatest skills I learned while at Collegiate Entrepreneurs is the life skill of time management.

In August of 2008 I started as a full time student into the MBA program at UConn. The program requires 3-5 years of business experience. I would not be in the program if it weren't for my career at Collegiate Entrepreneurs. I am the youngest person in the MBA School of Business but, in no way do I feel unqualified to be here. Things are going really well and I am looking forward to starting an internship with General Electric in January.

I believe that the experience of working at Collegiate Entrepreneurs is not for everyone. Successful managers are self motivated and hungry for an opportunity to take on the real world of business. As a finance student we are taught about the relationship between risk and reward that is seen throughout business and finance. There is inherent risk in starting your own business. However, Collegiate Entrepreneurs offers above average students the chance to take a step out on their own while being guided and supported through the process. I believe I speak for the many managers who have successfully operated their own branch when I attest to the rewards of first hand business experience and a proven track record of success in an entrepreneurial environment.

Thank you,

Isaac Fernandez