



Dear Homeowner,

How many years has it been since your house was last painted? Is it time to give your home a fresh new look and protect your most valuable investment? In terms of dollars, realtors say that painting is an inexpensive, yet surefire way to increase the value of your home by up to 5%.

I'd like to introduce myself. I'm Nick Loper, a business student at the University of Washington, and a 2001 graduate of Issaquah High.

This is my second year in a management internship with **College Works Painting**, and the experience gained from 28 completed projects last summer translates into an even higher quality job and better customer satisfaction for you this year.

College Works, if you've haven't heard of us, is the largest painting contractor in the Northwest, and we employ hundreds of college students across the country each summer, letting them learn entrepreneurial skills firsthand from running their own painting business.

College Works Painting:

- **Is fully licensed, bonded, insured, and a Better Business Bureau member**
- **Has maintained a 97% customer satisfaction rating over the past 20 years**
- **Stands behind their work with a written 2 or 5 year guarantee**

I'd like to paint your house this summer. My professionalism is unmatched and my **prices are tough to beat**. My fully trained crew and I offer service packages that include:

- Pressure washing
- Scraping and sanding as necessary
- Priming, puttying, and caulking
- Complete protection of gardens, drives and walkways from overspray or damage
- Top quality paint or stain
- Decks, trim, garage doors – No job is too small!

Of course, I'll customize my proposal to make sure you're getting exactly what you want. To request a free written proposal, just call me directly at **206-355-1978**, or drop me an email at **nloper@collegeworks.com**. Mention this letter for **\$150 off** the proposal price!

Respectfully Yours,

Nick Loper

P.S. Remember, I want to paint your house! It only takes 3-5 days for us to finish your "new" home and the price is tough to beat!

I know you'll be satisfied with our work, but don't take my word for it.

Here's what my previous customers are saying about the great service they received:

"The preparation was meticulous, and [the painters] even removed some awnings to paint some sections of the house that hadn't been touched in years! They were well-trained and very concerned with the quality of their work. College Works and Nick Loper are highly recommended by me."

- Lucille D., Redmond

"We would like to highly recommend Nick Loper, his crew... and College Works Painting. What a great job! They did an outstanding job of keeping everything but the house stain-free (no easy task with oil stain) covering all shrubs, decks, and concrete areas while working."

- Bruce & Marian L., Renton

"Nick was very attentive to our needs. Their preparation work was extremely thorough and each day the team cleaned up in such a way that one could hardly tell a painting crew had been there all day! We heartily recommend College Works Painting, and Nick Loper in particular, for any homeowner looking for quality workmanship at a competitive price."

- Jason & Jessica H., Renton

"Nick did not try to play the normal salesman type games. He was straightforward and made the whole process very easy. The crew arrived early and worked late. They appeared to be taking care of things like they would if it were their own home. My wife and I were very happy with the entire experience, and I would recommend Nick to anyone considering painting their home."

- Steve G. and Family, Renton



BEFORE



AFTER