Eric Zeitlin

Due Date: 6/15/14

Internship Reflection

As of today May 17, 2014 I have completed 36 hours of extensive communication training. The summer internship that I am participating in has created an opportunity for myself as well as 45 other highly recruited college students around the country that doesn’t come along very often. Beginning Tuesday May 13, I underwent training in areas including professional image, dining etiquette, sales, active listing, building rapport, following a professional sales dialogue, measuring and tailoring, submitting orders and customer service. Each day of training included hands on training that required each of us students to simulate a sale in the field by role-playing. All of the training was overseen by one of the 7 recruitment managers specifically designated to students in each state. This year Dardis Academy is made up from states such as Michigan, Iowa, Minnesota, Arizona, Alaska, Colorado, and Illinois.

Expectations for my character include, responsibility, professionalism, hard working, and persistent. During the weeklong training I interacted with all of the other students to share ideas, practice some of the new techniques we learned, and just get to know them and build on my network. Dardis Academy went beyond my expectations for how the training went. After receiving $6,000 of training for free It is safe to say I’m very grateful for this opportunity.

One of the biggest reasons I feel this way about the internship training is because of the experience. Not only will I use some of the tricks and tools when in the field indorsing men’s wear but also in life as a whole. The training took place in Rolling Meadows Illinois at the holiday inn. The final day of training involved taking professional headshots for our home website that we get to run, as well as LinkedIn, if the student has one. We also got to hear from three professional business representatives from Learfield sports, Grainger, and Rockwell Collins. Following the presentations we had time to network and introduce ourselves with these professionals, which was really cool because we got to exchange business cards with them.

Now that we have the tools and skills needed to run our own business it is time to begin the work. The next 9 weeks will extremely challenging but will be very rewarding because of the growth and maturity that will come along with the challenge. Twice a week I will be required to have conference calls with my recruitment manager and discuss the progress I am making along the way.