



**Riverboat** on the Potomac  
 "A great state of mind" **Make it a local weekend of fun in Colonial Beach**  
 • Fine Dining • Keno • Bet on the Horses  
 30 minutes from Downtown Fredericksburg



Tue, Mar. 16 - 46.0°F • Weather Forecast - Mobile - RSS | ALERTS | Classifieds | Real Estate | Jobs | Star Directory

NEWS | ENTERTAINMENT | PICS & VIDEO | BLOGS | FEATURES | FREDTALK | CONTESTS

YOUR TOWN: Caroline | Culpeper | King George | Fredericksburg | Orange | Spotsylvania | Stafford | Westmoreland

News Search  Search  searchlocal  Search

## JMU student getting head start on career as an entrepreneur

A daring young man who wants to be a high flier

By HUGH MUIR

Date published: 3/16/2010

Chase Leonard is a 21-year-old junior at James Madison University and a native of Stafford who wants to be a high flier. The business word is "entrepreneur." This summer he wants to paint your house. Someday, he dreams of owning the Washington Redskins.

"Well, that isn't going to happen," he said with a laugh. Still, he is a dedicated Redskins fan. "I love sports. Most of my friends sit around and play video games. I don't like to just sit around."

So he's majoring in sports management and minoring in business at JMU. "I'm very driven," he said.

Leonard has spent his summers (since he was at Stafford High School, Class of '07) working with a swimming pool company, as a lifeguard and supervising the pool area.

"I want to move on. It was not enough of a challenge," he said. "I don't want to sit in a pool chair all day."

Last fall a representative of College Works Painting, a national house-painting company, came to JMU, seeking to recruit college students as summer interns. Some 200 went through the interviewing stage, and 25 were invited to undergo the training.

College Works is a California-based company that trains and gives business support to college students in 18 states who work as summer intern managers of teams that paint private homes during the peak painting season.

Local managers, like Leonard, oversee teams that seek customers door-to-door, then follow up with potential customers, negotiate contracts and oversee the painters who do the jobs. Local managers who do well are often promoted and invited back. A fellow JMU student is now a district manager.

"Most people would probably agree that nothing can really take the place of a college education," Leonard points out in his flier. "Just as certain, however, is that any amount of schooling can never completely prepare a student for that first venture into the world of independent business."

"When I have a degree from JMU," Leonard said, "plus this actual practical experience, I intend to be more prepared than most graduates will be."

The students gain leadership and management experience, the company literature says, as well as adding to their resumes. Leonard expects to get 20-25 houses painted this spring and summer in the Fredericksburg area.

"Essentially, I'm running a painting company," he said.

He still has his enthusiasm for sports. His principal love is soccer, and he has played for traveling Stafford teams.

"I'm a sweeper"--usually the last defender protecting the goalie. "I like defense. I like the challenge of people coming at me with the ball."

collegeworks.com

Hugh Muir: 540/735-1975  
 Email: [hmuir@freelancestar.com](mailto:hmuir@freelancestar.com)



Chase Leonard is learning on the job this year.  
 HUGH MUIR/THE FREE LANCE-STAR

[Visit the Photo Place](#)

**PAWN KING**  
 4521 Plank Rd., Fredericksburg, Va. 540/785-7474  
**CASH FOR ANY GOLD!**  
 Mention this ad for additional 10% in cash!  
[Click Here](#)

**SELL YOUR HOME AT YOUR PRICE!**  
**SOLD!**  
 FREDERICKSBURG  
**SOLD!**  
 WOODBRIDGE  
**NICHOLLS**  
 Auction Marketing Group  
 PREMIER SERVICE SINCE 1968  
 The Leader in Accelerated Marketing

**20 in a row ALL DAY!**  
**THE MOST HIT MUSIC in FREDERICKSBURG!**  
 BLACK EYED PEAS  
 JAY SEAN  
 KESHA  
 DRAKE  
 LADY GAGA  
 LUDACRIS  
 RIHANNA  
 JAY-Z  
**99<sup>3</sup> THE Vibe**

En-tre-pre-neur, noun: a person who organizes and operates a business or businesses, taking greater than normal financial risks, and therefor, expecting greater than usual profits. Synonyms: enterpriser, tycoon, promoter, wheeler-dealer, go-getter, high flyer.



Read more stories about [Stafford](#)

Date published: **3/16/2010**

**Breaking News - click here to have the latest delivered to your email box or cell phone**

### What do you think?

Enter your FredTalk username and password to post a comment on this story. If you are registered on FredTalk or another part of this site, use that login here. Otherwise, you can just [REGISTER here...](#)

Username:

Password:

Post title:

Please keep it brief: (512-character limit)

Please make sure CAPS LOCK is off. Posts in ALL CAPS will be deleted.)

#### Posting guidelines

1. Be respectful. No personal attacks.
2. Please avoid offensive, vulgar, abusive, hateful or defamatory language.
3. Agree to read & follow **THE RULES**.
4. Use the "report to admins" link for posts which violate the rules.

By checking this box, you agree to the terms of the [FredTalk User agreement](#).

#### Local News Updates:

- **Ex-Beach official arrested**  
*(Tuesday, 01:58, The Free Lance-Star)*
- **HAMPLE GETS \$217,000**  
*(Tuesday, 01:58, The Free Lance-Star)*
- **Area legislators had ups, downs**  
*(Tuesday, 01:58, The Free Lance-Star)*
- **Marines save lives by saving energy**  
*(Tuesday, 01:58, The Free Lance-Star)*
- **UMW to name acting president**  
*(Monday, 11:10, fredericksburg.com)*
- **Man killed in late-night crash**  
*(Monday, 10:17, fredericksburg.com)*
- **State News Headlines**

#### Today's Popular Stories:

- **Man killed in late-night crash**
- **Man killed in Spotsylvania; manhunt under way**

#### Most commented items in past 48 Hours:

- **Back up our president: Reform health care now**  
03/15/2010 (61 comments)
- **Ask Americans if they want free food, too**  
03/15/2010 (28 comments)
- **Fatalities in auto crashes fell again in 2009 to a record low**  
03/15/2010 (7 comments)
- **Law could change property vesting**  
03/15/2010 (7 comments)

REAL ESTATE

Check out . . .

- AVAILABLE LISTINGS
- OPEN HOUSES

- MORTGAGE RATES
- FORECLOSURES & MORE

Copyright 2010, The Free Lance-Star Publishing Co. of [Fredericksburg, Virginia, USA](#)  
 Permissions - Privacy Policy - Send email to Support Staff - Send email to the News Team  
 To contact all other newspaper departments, please [click here](#) or call 540-374-5000.

To contact the Free Lance-Star please use the following numbers:

Main Switchboard: 540-374-5000, Advertising: 540-374-5460, Classifieds: 540-374-5001, Subscriber Services: 540-374-5002, Toll-free: 800-877-0500