

### **Finale Summer Report**

Before I get into my final report, I want to thank the Alpha Sigma Corporation for providing the funds to make my summer experience possible. Since becoming an Alpha Sigma brother my aspiration to pursue excellence has been fostered by the incredible environment around the lodge, and many new opportunities have opened up for me.

Ending my summer internship in Lisbon, Portugal was bittersweet to say the least. I love my time in the city, enjoyed my work experience, and had a great time making new friends. However, I also have been very much looking forward to coming back to UNC and spending my last year here with all my Alpha Sigma brothers and friends. An exciting possibility for me is that I can continue working for Football ISM as a United States based partner. The job would be for one year and I would pretty much continue my work from the summer and be paid accordingly to the amount of deals I make with soccer clubs in North America. My boss and I agreed that I should not commit to the partnership until I get adjusted back at UNC, so I have still yet to decide if I will sign the contract. In the rest of this report I will reflect on my experience with the portugese language and culture, my work experience, and finally my overall takeaways with my experience abroad and what I will be bringing back to the lodge with me.

In my mid-summer report I already reflected on the language barriers and how it has been a culture shock to realize how different the Portugese language is in Brazil and Portugal. Learning the language has not gone as expected, but I think I can say objectively that my confidence and skills have vastly improved over this summer. I learned that confidence is key because people will at least get the jist of what you are saying and, in most cases, are happy to help you improve your skills. My favorite time to practice was during Uber rides because most drivers are very friendly and have an incentive to play along with my elementary language skills (I tipped well to those who were helpful). I have become a master of ordering food at restaurants, but frequently people would like to switch to english, which was understandable. The people in Lisbon are some of the most laid back, easy going people I have ever met which made my experience so much better. They were probably so

chilled out because it was sunny and 75 degrees almost everyday while the rest of Europe was experiencing one of the most intense heat waves in history. I really enjoyed everything about Lisbon as a city — the city is full of art, music, and historical monuments like castles and statues. The city is on the sound and close to some very nice beaches, which probably contributed to the wonderful collective attitude of the city.

During the finale half of my internship, my boss wanted to prepare me for becoming a partner in the United States. I spent my time setting up meetings, preparing for meetings, attending meetings, and I was able to lead one myself. These meetings consisted of demonstrating our product to potential customers and answering their questions. The meetings with our clients also involved some demonstrations but were more focused on discussing business, like how much it will cost, implementation, and time. My boss's goal for me was for me to learn how to represent the company on my own and to have my own network in America. I learned a lot about public speaking and presenting myself in a professional setting, and I gained experience with working with people all over the world. I now feel more confident giving presentations and have learned new techniques for public speaking preparations. Another key thing I learned is the importance of posture. Most of my meetings were over phone/audio calls so the people I was meeting with couldn't see me. For this reason, I was more relaxed and I showed it with my posture by slouching or leaning back. Even though they couldn't see me, everyone in the office could still see me (our meeting rooms had glass walls) so I was still presenting myself to my co-workers, and my boss took notice of this. The important lesson I learned was to always present yourself at work like everyone is looking at you.

Like I said in my mid-summer report, I haven't been able to work much with the coding of the actual product, my main responsibility was learning all the functionality so I can effectively sell the product and be able to help new clients with the implementation of the product with their club. This was a very cool experience because when I took a class where we created a start up I struggled the most with the advertising and selling of our product, so this experience was very valuable and I think will be useful in the future. I thoroughly enjoy

this summer experience and I think I know a little better what I want to do after college. I hope I can share this experience with other brothers of Alpha Sigma to encourage them to try and do something different with their summers because college is the perfect time to take risks and challenge yourself.

I want to use this last paragraph to address something I mentioned in my application that is not particularly related to my job. I mentioned that I was excited to go to Europe to learn more about EU politics and even European intellectual property law, but American politics were so wild this summer they took up most of my attention. Most of the people I talked to did not share the same interest in politics as I do, but they were in fact very interested in Donald Trump. It was very surreal, and sometimes horrifying, having an outside looking in perspective on American politics, especially when my hometown, Greenville, North Carolina, dominated my news feed for almost a week (the 'send her back' chants). Going to Europe has really challenged the way I see myself as a citizen of the United States, and with this new perspective I have a new sense of political responsibility in my community.