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### **Informational Interview**

I had a really good chat with Cory Romanowski, who is one of our Area Rental Managers about his journey here at Enterprise, and he gave me nothing but pure inspiration. Enterprise stood out to me in my job search last year because it is one of a few companies that has a well structured program to give college students the experience that is needed in not only management but also customer service and sales. I view myself as a person that is very determined, goal oriented, attentive, ambitious, focused, and always striving for something that is bigger than myself. Interviewing Cory gave me more of that drive and motivation that anything is possible as long as you put your mind to it, and put in the work that it requires. I started off by asking him why he chose Enterprise, which resulted in a very unique story. He expressed that when he was a senior in college, he did a shadow program at a company that sells cardboard boxes. Closer to the end of that day, he met the CEO for the company, and the CEO told him that he has a full time job after college for him under one condition. That condition was to intern at Enterprise through the Management Trainee program because it will give him structure and the experience needed to excel at the cardboard company. While he was shadowing, he learned that employees were earning hundreds of thousands of dollars selling cardboard boxes, and he wanted to be a part of that. However, after walking through Enterprise's front door, he never looked back because he found a place that was solid, a place that cares for their employees, and a place that gives you the room to grow. We then went more into detail about his specific path to the Area Manager position which solidified the type of person he is and what he's constantly striving for. He's only 29, so I was really interested in how it happened for him so quickly. He explained that the most important thing is to perform and keep his name in

conversations. We're in a group with excellent employees, which is going to result in heated competitions for spots as soon as the opportunity arises, so he basically explained that even though he was competing with those around him, he was also competing with himself. "How can I improve each day?" "What did I do yesterday that I could improve on today, which could possibly put me in a better position for tomorrow?" He kept this mindset which ultimately paid off for him in the long run.

After speaking about his journey I started to ask questions regarding "what he likes most about the job?" and so forth. He said the people are the best thing about the job which I found to be true from my experience as well. This company created a family oriented community which helps a lot with this job. He expresses that waking up everyday just knowing that he has a team that looks up to him is crucial. One highlight is that they learn from each other. Setting goals and accomplishing them together is something that serves as extra motivation for everyone. Yes we are here to rent cars but creating connections with those around us, learning, and growing is also something that is important. We also dove into some upcoming goals that he has for the department for the upcoming year, and he expressed that it's his goal to be the top area in group 57, and he also wants his area to have the most promotions throughout the group. Over the past year his department was able to achieve a few promotions, and they also had the highest insurance rate in the entire group. At the end I asked him what advice does he has for me (a person who would like to pursue this in the near future) and he expressed that I should always keep that fire burning on the inside because it will continue to serve as motivation to accomplish something great, whether it is here at Enterprise or somewhere else.

Overall we had a really great conversation not only about Enterprise but also about life, and how adapting/adjusting is crucial every step of the way. He definitely helped me to view my

future from a different perspective, and this interview served as an inspiration to me not only professionally but also personally. I'd definitely like to thank Cory for the advice and also his kind words. He's a great leader, a great teacher, and also a huge inspiration for us coming through the ranks of Group 57.