

A Recipe for Success

Raul Martinez Correa, 22, lives in the dangerous barrio of Puerto Mallarino in Cali, Colombia with his mother and two brothers. Before participating in *A Ganar*, Raul was frustrated by his lack of money and job prospects. He notes, “You see, before the program I was not doing anything.” After graduating from high school Raul looked for a job, but was unsuccessful due to high rates of unemployment and his lack of an advanced degree. Raul dreamed of continuing his education at culinary school, but his family could not afford to send him. When he heard about *A Ganar*, Raul eagerly applied for the program. Raul believed *A Ganar* would be the perfect opportunity to open doors that would improve his future and help realize his dream of studying the culinary arts.

During the on field and in classroom exercises during Phase One of the program Raul learned the importance of teamwork, discipline, and to fully commit to all the activities he started. Raul believes these lessons made a big difference in his internship, and life. During Phase Two Raul worked for three months at the Obelisco Cali Hotel, one of the most prestigious hotels in Cali. He asserts that he learned intangible qualities such as proper manners, etiquette, and business protocol in a hospitality setting. However, he believes the most important skill he gained was to communicate and relate better with his environment. Additionally, he learned marketable skills such as customer service, how to aesthetically assemble tables and buffets, as well as cooking hot and cold foods. Upon completion of his internship, the hotel decided to hire Raul to support cocktail, banquet, and other party events.



Raul Martinez Correa working at the Obelisco Cali Hotel during Phase Two of the A Ganar Program

Raul is certain the impact of *A Ganar* was a positive change in his life. He is grateful to have had the opportunity to continue his education, improve his future, and gain a steady job. After graduating from the *A Ganar* program, Raul realized his dreams and began studying at the Comfandi bakery. He is excited to study the culinary arts and wants to learn as much as possible about food. Raul states, “I wish to take this opportunity to thank the Inter-American Development Bank, Multilateral Investment Fund, United States Agency for International Development, Partners of the Americas, Fundación Fanalca, and Colombianitos and all the people who made it possible to achieve my dreams.”

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