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By Robin Hanig

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arshall Sprung wanted to experience London the way Londoners do

"I did not want to be a camera-waving, short-wearing tourist," explains Marshall, a political science major at Brown University. Through CIEE's Work Abroad program, he explored London as few U.S. students do. He got a job working side-by-side with Londoners.

"I lived in a house that's 150 years old, and I walked past St. Paul's Cathedral on my way to work every morning," Marshall recalls. "The history gets to everyone. My ambition had been to see as much of London as possible, there is so much to see within the city limits." The job afforded him the time and money necessary for a six-week stay that combined work experience and cultural exploration. "Tours are great, but it's just as good to stumble around on your own and marvel at the sights, away from the mobs of tourists."

Finding a place to live was not hard. Finding a job at a London pub is not very difficult either, but getting career-related work takes more investigation and a little luck. Marshall found what he wanted after combing through the listing provided by the British Universities North America Club

(BUNAC), CIEE's cooperating organization in London.

His work at *Euro money*, a financial magazine distributed internationally, provided him with memorable experiences and about \$400 a week. "The people were so friendly," he says. "They quickly brought me into the office. Everyone knew I wasn't there for the duration, but I wasn't viewed as a foreigner or a temporary worker."

Marshall sold ads for a special supplement titled *Handbook to the World's Economies and Investment Opportunities*. He called banks and finance ministries in 150 countries to solicit their business.

"Most of the people spoke English," he says. "I got by with a little French in the African countries, and the Asian and European countries spoke English quite well. The only problems I had were with Latin American countries. I had to call over my boss and have her help me with Spanish."

At times Marshall improvised to get the desired results, especially when it came to selling an ad to Iran. "I called several times and couldn't get through. When I finally got someone, they would hear my American voice and literally click the phone down.

"I tried to speak in a British accent and that didn't work. The people in the office were laughing at me like I was a crazy person because I was trying to use a British accent in an office where all these British people are working." Determined to make the sale, he called repeatedly. "I finally got the right person and sold it. It was really exciting."

He made friends at work and got to experience London at his own pace. "It's a great feeling of satisfaction when you become entirely comfortable with daily life in Britain. After a while the whole mentality of a visitor went away. ... I felt like a part of everything. I grabbed the tabloids and read them on the Tube like everyone else."

Marshall says the Work Abroad program allowed

him to earn the money to subsidize his stay in London. "To make the most of your trip you have to be

independent and get up and do things," Marshall says. Getting a job in Britain is a challenge, but it is possible.

"I really enjoyed working there. If I had just gone to visit, I probably would have been running around from one tourist place to another, and I never would have really gotten to know people."



Marshall Sprung solicited banks and finance ministries around the world.