

ACCELERATING CAREERS IN REAL ESTATE (ACRE) PROGRAM
Haas Real Estate Group

The goals of the ACRE program are to:

- Enhance students' understanding of the unique structure and characteristics of the real estate industry and to
- Providing them with access to local real estate professionals who they can learn from.

Real estate is a highly segmented industry with great diversity in function (development, acquisitions, lending, etc.), location (urban, suburban, sub-markets), and product (office, residential, retail, etc.). The process a real estate student must go through to figure out which career path fits one's personality and skills is often daunting. The ACRE program is designed to help students focus their career search in real estate and provide a bridge to the professional real estate community.

For ACRE to succeed, we need real estate professionals like you to participate in the program as industry speakers, shadow visit hosts and as professionals-in-residence. This is your opportunity to participate in the education and enlightenment of Haas' current real estate MBA students.

ACRE PROGRAM SPECIFICS:

- **Industry Overview & Discussion Series** – Following a general overview of the real estate industry, students will participate in a series of weekly discussions led by local real estate professionals about the trends going on in their segment of the industry and what careers in different segments of the real estate industry are like. Through this student-led course, students become familiar with industry characteristics, real estate career path strategies, and current trends in real estate industry segments. This discussion series is open to all real estate graduate students. In the Fall 2008 semester, this series will occur Monday afternoons from 4-6pm. The goal of this component of the ACRE program is to provide students with a general introduction to the real estate industry and many of the industry segments (homebuilding, commercial and residential development, affordable housing, lending, asset management, REITS, real estate investment management etc).
- **Career Alternatives Web Resource** – With the help of experienced real estate practitioners, we have developed a comprehensive list of descriptive career alternatives to help students interested in real estate understand different career directions in real estate. These descriptions address the nature of the role, key relationships, typical compensation structures, entry and senior level positions, and typical career paths.
- **Real Estate Teach-In** – This ½ day seminar is available to incoming real estate students and is designed to introduce students to the vocabulary and valuation principals of real estate. Students walk through two simple valuation cases (one investment of a current commercial asset, one development of a multi-family residential asset).
- **One-on-One Consultation** – After participating in the real estate discussion series, students meet individually with the ACRE Program Advisor and other Career Center Advisors to discuss their real estate career goals and identify possible career paths. Students will prepare a real estate career focus statement that will guide the discussion. Together, during the consultation session, we will identify real estate firms that may make sense for the student to investigate. We will facilitate the student's introduction to real estate professionals and firms who have agreed to participate in the program as shadow visit hosts or professionals-in-residence.
- **Shadow Visits** – Real estate professionals will host a student for a half day or full day visit to their real estate firm (or project site) where the student can meet with various professionals and gain a sense of what the company does and what their host's day-to-day job responsibilities are. Shadow visit hosts will be sent a letter of introduction describing the ACRE program, a copy of the student's

resume, and the student's real estate career focus statement. It will be the student's responsibility to contact the firm and schedule the visit at a mutually acceptable time. The rules of engagement are:

- Students are present to observe; they will ask questions when it is appropriate and comment or participate only when invited.
 - They will hold any information shared by their host company in strict confidence, and may be asked to execute a confidentiality document.
 - Any material or documentation provided to the student will be left with the firm unless specific permission is granted to retain.
 - The date, time and length of the shadow visit will be determined by the host and student.
 - Students will dress in appropriate business attire
- **Professionals-in-Residence** – From January through May, we will have 8 - 10 real estate professionals come to the Haas School of Business and hold office hours with real estate students. The professionals-in-residence will conduct half hour informational interviews with aspiring real estate MBAs. It is your opportunity to share your perspective about "what's important." The professionals-in-residence will receive the students' focus statements and resumes before the interviews. We ask that professionals-in-residence make a commitment to spend at least four hours on-campus for these informational interview sessions.

The ACRE program cannot work without the help of the real estate industry. Rest assured that the students will come prepared, ready to learn, and will ask insightful questions. For more information on how you can get involved as an **industry speaker, host for shadow visits** or as a real estate **professional-in-residence**, please contact Debra Underwood. Ultimately, by providing students with a focus and a professional network, they will be able to find their ideal career within real estate.

Thank you for your interest and support.

Best regards,
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