

2019 UCREW

Women's Commercial Real Estate Challenge



A Special thank you to everyone that helps this program be a success!



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WOMEN'S COMMERCIAL REAL ESTATE CHALLENGE OVERVIEW

UCREW is the CREW Austin university outreach program designed to educate women, attending local Universities, at the sophomore or above level, about careers in commercial real estate. The first Austin UCREW program was hosted at University of Texas in 2010, since then the program has been expanded, and has included students from The University of Texas at Austin, Texas State University, St. Edwards, Huston Tillotson, Concordia and Texas Tech.

UCREW Challenge participants apply online at crewaustin.org/about/ucrew and must be accepted into the program. The program gives the participants the opportunity to connect with CREW members representing various commercial real estate professions. Students will have the opportunity to meet with experienced and distinguished women professionals in the Austin area.

In 2014 an Off-Site element was added to give students an opportunity to spend time one-on-one with a professional in the field. The program is comprised of two sessions, taking place over the span of three weeks in a February. Students will have the opportunity to speed network, interview a professional, and give a short presentation about a career in commercial real estate.

The final session culminates with a presentation from each student that is judged by an elite panel of CREW members followed by a networking event and the scholarship awards. Scholarships are awarded based on the students' full participation and successful completion of the activities. Each year we are pleased to award three scholarships of varying amounts to deserving students.

PROGRAM FACT SHEET

PROGRAM OVERVIEW:

- UCREW is a program to explore opportunities for careers in the Commercial Real Estate industry. Students will learn about careers through networking with women in the business and a visit to an actual project or worksetting.

PROGRAM OUTLINE:

- Night 1 – Presentation by Panel of Professionals in key real estate careers & one-to-one networking (**Wednesday, February 13**)
- *Off-Site Experiences* (**To be scheduled between February 13-24**)
- Night 2 – Presentations by students, Reception & Award of Scholarships (**February 27**)

PARTICIPANT ELIGIBILITY:

- Current undergraduate and graduate students with at least **24 hours**, earned in college, at the end of the Fall, 2018 Semester. (*Excludes hours earned through high school advanced placement and/or dual credit courses.*)
- This is a multi-disciplinary program. All majors will be considered.
- Availability to attend BOTH sessions and attend a 2-hour off site visit with a Professional

APPLICATION DEADLINE:

- Application must be received by midnight Sunday, February 10th, 2019.
- The Application may be found online:
<https://crewaustin.org/about/ucrew>
- Application will be submitted to: UCREW Austin Administrator
- Questions may be directed via email to UCREW Chair, Danielle McKenzie at McKenzie@HPITX.com or Co-Chair, Julie Zitter at Julie.Zitter@Stantec.com

SCHOLARSHIP AWARDS:

- UCREW will award a total of **\$5,500** in scholarships to 3 students

ELIGIBILITY FOR SCHOLARSHIP CONSIDERATION:

- Attendance at both sessions of the Program
- Participation in the Off-Site experience
- Oral presentation

UCREW Program LOCATION:

- CBRE-500 W 2nd Street, 14th Floor
- Easy access
- Parking will be available

UCREW SCHEDULE:

- **Wednesday evenings**
 - 6:00 PM – 9:00 PM
 - February 13 and February 27
- **Off-Site experience**
 - According to your schedule and coordination with a Professional
 - Anytime between February 14 – February 24
- **A light dinner is served on night 1, with a reception on the final night**

QUESTIONS:

Scholarship:

- Scholarship will be based on participation in both sessions and the Off-Site, and score received on oral presentation.
- Oral presentation will be focused on your career in real estate and how the skills and expertise are applied to a real estate project or development.
- Scholarship will be presented to the students at the Reception.

Internship:

- If a student is interested, UCREW offers assistance to identify an opportunity with a CREW member, but is not guaranteed.

Dress:

- Business



SCHEDULE

Session #1 (Wednesday, February 13)

1. Program Begins
2. Brief Introduction to UCREW, CREW Austin, CREW Network & Commercial Real Estate
3. Meet the professionals
4. Speed Networking sessions with the Professionals
5. Assignment of students to Off-Site professional

Off-Site Experiences (Scheduled between February 14 – February 24)

Session #2 (Wednesday, February 27)

1. Final UCREW 2019 Session
2. Students give individual presentations to judges
3. Networking party with CREW members and professionals
4. Scholarships awarded to top 3 finalists

OFF-SITE DESCRIPTION

GOAL: To further the career exploration aspect of the UCREW Program through a more in-depth interaction between the student and a commercial real estate professional in the work environment.

DESCRIPTION: Each student will be paired with a professional to spend time out of the event sessions. It is the responsibility of the student to contact the professional. The professional will plan an experience to enrich the student's understanding of their area of expertise and how it is applied within the Commercial Real Estate industry, and the fundamental education and skills necessary to be successful and potential income ranges.

EXPECTATIONS: This experience is expected to provide the student with additional content to develop the oral presentation for the Scholarship Challenge. The professional will get to influence a young mind and perhaps identify a future employee.

- **PROFESSIONAL** – Plan an experience for the UCREW student which should include a description of education & career experiences; information about the company, a walk-through and description of job responsibilities; example of work product and site or project inspection, as applicable. (estimate 2-hour commitment)
- **STUDENT** – Prepare by reviewing materials that will be provided; interview professional for key questions and incorporate experience and information learned into presentation.

APPLICATION: Student should use the knowledge gained through the experience in the development of their oral presentation at the conclusion of the program. Experience should encourage the student to do further assessment regarding their interests.



PRESENTATION INSTRUCTIONS

In the final session, each student will make a brief oral presentation that will be judged by a panel of three - five judges. You will be allotted three minutes for your presentation and you will be responding to the following:

Describe a commercial real estate project you would like to be involved in, and based on your future career in real estate, describe ways in which you might be involved in the project.

The project you describe should be one you make up, not an existing project.

You will be judged on your demonstrated overall understanding of the commercial real industry based on the project you describe and your description of the role someone in your selected career would play in the project.

You will also be judged on the creativity of the project described as well as the following oral presentation skills:

- Eye Contact
- Projection and Voice Clarity
- Professional Dress
- Poise
- Overall Enthusiasm and Energy



COMMERCIAL REAL ESTATE CAREERS

Appraisal

Architecture & Interior Design

Asset and/or Property Management

Attorney

Broker (Sales)

Broker (Finance &/or Investment Sales)

Construction & Project Management

Developer

Engineering

Finance/Lender

Investor

Title Insurance (Escrow Officer)