



February 2020 – UCREW Participants

UCREW

A PROGRAM OF CREW NETWORK

2023 Women's Commercial Real Estate Challenge CREW Austin Student Information Package

WOMEN'S COMMERCIAL REAL ESTATE CHALLENGE

Program Overview

The **UCREW Women's Commercial Real Estate Challenge** is CREW Austin's university outreach program designed to educate women, attending local universities, about career opportunities in the Commercial Real Estate industry. CREW Austin utilizes its members as role models to teach students networking fundamentals, offer powerful career resources and provide relationship-building opportunities in career development. This is a multidisciplinary industry, and students of all majors are welcome to participate in the Challenge.

The first Austin UCREW Challenge was hosted at University of Texas in 2010. Since then, the program has been expanded and is now offered to students from all local universities, including: The University of Texas at Austin, Texas State University, St. Edwards University, Huston Tillotson University, Concordia University, Southwestern University and Austin Community College.

The Challenge consists of three (3) distinct sessions presented with in-person and virtual programming:

- 1) **Session I – Education and Networking.** Student participants receive an introduction to fields related to the Commercial Real Estate Industry, CREW Austin and CREW Network, and will have the opportunity to network with CREW professionals representing these fields.
- 2) **Session II – One-on-One Insight.** Student participants meet with and interview an assigned mentor. Some participants may have the opportunity to visit a Commercial Real Estate project.
- 3) **Session III – Competition and Awards.** Student participants will submit written project & summary. Top 10 students will give a presentation to an elite panel of judges, followed by additional networking, awards and celebration.

Student participants are competing for a total of **\$5,000 in scholarships and five (5) CREW Austin Student Memberships**. These prizes are awarded based on the students' full participation and successful completion of the activities. We are pleased to be awarding three (3) scholarships of varying amounts to deserving students. In addition, the judges will choose five (5) students to receive a membership for 2023 to CREW Austin, where students will be able to continue to learn about the industry and make connections with top commercial real estate experts in not only Austin, but other markets across the country.

UCREW Challenge participants apply [online](#) and must be accepted into the program.

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Program Details

PROGRAM DATES and DELIVERY. The Challenge will be a hybrid event with in-person and virtual programming taking place via Zoom.

- Session I – Thursday, February 2, 2023 – 5:30 pm to 7:30pm
- Session II – Between February 3, 2023 and February 22, 2023. Students will be responsible for reaching out to their assigned mentor, setting up a mutually acceptable time(s) to meet, and submitting written submission by February 22nd.
- Session III – Thursday, March 2nd, 2023 – 5:30pm to 7:30pm

PARTICIPANT ELIGIBILITY. The Challenge is open to:

- Women who are current undergraduate and graduate students with a minimum of two (2) completed semesters in college as of the application date.
- All majors will be considered. This is a multi-disciplinary program.
- Students interested in learning more about careers in Commercial Real Estate.

APPLICATION DEADLINE.

- Application must be received by midnight **January 15th, 2023**.
- The Application can be found online: <https://crewaustin.org/about/ucrew>
- Questions about the program or eligibility may be directed via email to UCREW Chair, [Tracy Tombari](#).

SCHOLARSHIP AWARDS and ELIGIBILITY.

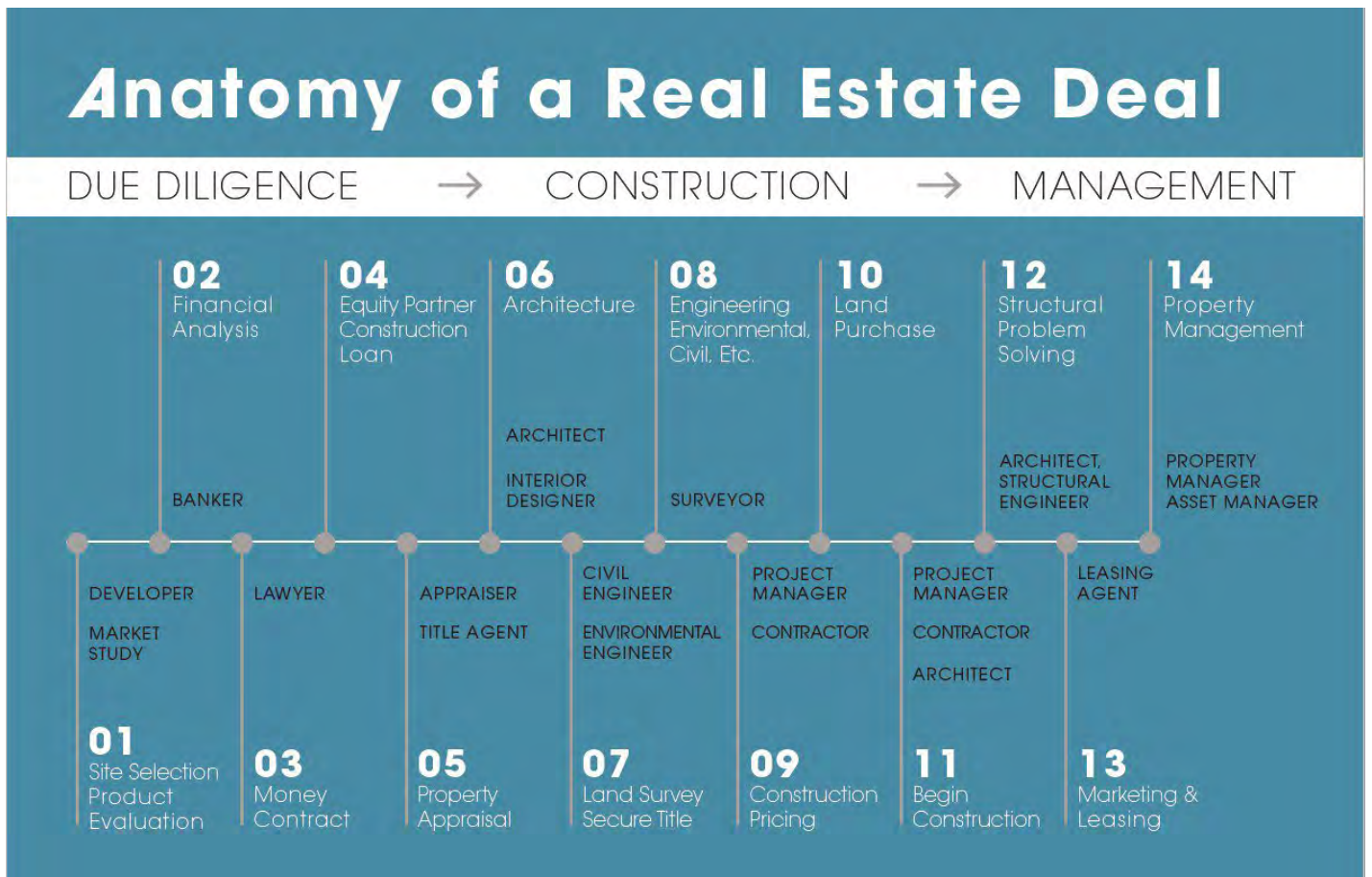
- UCREW will award a total of \$5,000 in scholarships to three (3) students, as well as five (5) CREW Austin Student memberships.
- Students must attend and participate in all sessions.
- Students must prepare and present their presentation to a panel of judges.
- Scholarships will be awarded to students at the end of the final session.

WOMEN'S COMMERCIAL REAL ESTATE CHALLENGE

Guidance for Education and Networking

During the first session, a team of commercial real estate professionals from the Austin market will provide students a brief overview of their roles in the industry, so students can see how various parts of the commercial real estate community work together to bring a project to fruition.

This evening will also include several breakout sessions where students will have the opportunity to meet with these experts and spend more time networking and discovering what their roles entail.



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Guidance for One-on-One Insight Session

The goal of this session is 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 mentor, who may or may not be engaged in an area that correlates to the students expressed interests or field of study.

It is the responsibility of the student to contact the mentor to arrange a mutually convenient time to meet. Students will be provided their assigned professional's contact information at the end of the first session.

The mentor 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. The student can also expect to gain an understanding of 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 written and oral presentation for the Scholarship Challenge. The mentor will get to influence a young mind and perhaps, identify a future employee.

Students should prepare for this session by reviewing these materials, reflecting upon other questions that arise during the first session, and should use this session to interview their professional – topics of interest may include:

- The mentor's education and work history
- Why did the mentor choose their career?
- What attributes make that mentor successful?
- Who inspires them?
- How do they see the industry changing?

APPLICATION.

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

WOMEN'S COMMERCIAL REAL ESTATE CHALLENGE

Guidance for Final Presentation Submission

Part 1 - Written Submission due EoD Wednesday, February 22nd to tracy@tmtinv.com,

Submit written overview & presentation slides you will be using if selected for the final presentation to email above. Please include a cover slide with your name, photograph, school, and project title.

Notification of Final Round Contenders will be announced Friday, February 23rd.

Part 2 - Oral Presentation by Top 10 Finalists

In the final session, the top 10 students will make a brief oral presentation that will be judged by a panel of three to five Commercial Real Estate experts. You will be allotted **three (3) minutes** for your presentation and up to 5 minutes of Q&A. 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.

PRESENTATION EXPECTATIONS.

- Students will be allowed to use Powerpoint, Prezi, Canva or another format that may be shared over Zoom. Please note it will be each student's responsibility to test their presentation, and students should feel free to reach out to [Tracy Tombari](#) if you would like to arrange a test ahead of the final session.
- 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.
 - The project you describe should be one you make up, not an existing project.
 - The career/role that you pick should be from the following list: 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)
 - Students should identify their chosen role prior to meeting with their assigned professional in order to be able to ask salient questions.
 - Judges will expect to hear what is meaningful about your role within the given project, what your objectives are and how you would achieve them.
- You will also be judged on the creativity of the project described, as well as the following presentation skills:
 - Energy
 - Clarity
 - Professional Attire
 - Poise
 - Overall Enthusiasm
- In addition to your presentation scores, the scoring will also include an assessment provided by your assigned professional. This assessment will be based on your engagement during the "One-on-One Insight" session.