

ULI Young Leaders Group – Real Estate Graduate Study Mentorship Program

The ULI Houston Young Leaders Group is proud to announce the kickoff of its third annual Real Estate Graduate Study Mentorship Program. The ULI Houston Young Leaders Group is a subset of ULI Houston members under the age of 35, and as a group it strives to facilitate networking and education that will help members as they start and progress through their careers.

ULI is an international institute that is dedicated to providing leadership in the responsible use of land in order to create and sustain thriving communities worldwide. Members represent every segment of the real estate development community, including property owners, investors, advisers, developers, architects, lawyers, lenders, planners, regulators, contractors, engineers, university professors, librarians, students and interns.

The mission of this Mentor Program is to provide an opportunity for Houston Area Graduate Students (currently in a Real Estate Program, Real Estate Club, or Architecture Program) (the “Mentees”) and experienced ULI Young Leader Members (the “Mentors”) to connect, grow, and create lasting relationships by sharing their knowledge and experiences in an atmosphere of confidentiality, trust, and respect.

Please note, there is not a fee associated with the program; however all applicants must be members of ULI. Student membership price for the year is \$90 and can be process online at <http://www.uli.org/membership/join/>. Scholarships are available on a limited basis upon request. For information about scholarships, please contact Beth Morris at 713.349.8821.

Underwriter

ULI gratefully acknowledges the support of **Wells Fargo Foundation**, founding underwriter of the ULI Houston Young Leader Mentorship Program, and the Phase 2 Graduate Student Mentorship Program.

Schedule

Application Registration (ULI Members Only): September 1, 2014 – September 19, 2014

Program: September/October 2014 – April/May 2015 (commencing with Kick-Off Event and ending with Wrap-Up event)

Groups are expected to meet once a month on average for the duration of the program. Most meet during the week, a mixture of before/during/after normal business and class hours, however it is up to the specific group. The Program will begin with a Kick-Off Event around early/mid October that all Mentors and Mentees will attend together. At that meeting, a more detailed overview of the Program will be provided and all Mentors and Mentees will be introduced.

Additional meetings involving all mentor groups may be scheduled throughout the year, but individual groups are expected to schedule a minimum of five meetings (we encourage more if possible) on their own over the course of the Program.

Structure

Please note that the program is not designed to promote or encourage internships and/or employment opportunities.

Each Group shall consist of three to four Mentees from different professional backgrounds and organizations and one or two mentors.

Each Group shall designate a Mentee that is responsible for setting up the meetings (the “Coordinator/Point Person”). The Point Person should work to ensure the group meets on a regular basis and workout meeting logistics. The role is also crucial to take the scheduling work off the Mentor’s hands.

*****Each Mentee is expected to attend all the meetings; 100% attendance and participation is expected. In addition, each Mentee will be responsible for ‘running/leading’ a meeting whereby they come up with a pre-determined topic or activity, and lead the discussion and meeting. The high level of commitment that is expected from the Mentees will allow them to derive maximum benefits from the program.*****

Please see the following page for Application Process and additional information

Program Size

The initial goal for the Program is 8-10 groups, each consisting of three to four Graduate Student Mentees and one or two mentors (i.e., up to 30 participants and 10 Mentors).

Commitment

The Graduate Student/Mentee applicant must be committed to the Program in order to create the type of atmosphere necessary for success. 100% attendance and participation in each meeting over the course of a full year is expected. If applicable, applicants should verify with their employer/supervisor that they will be allowed the flexibility to participate in the Program prior to applying.

Mentee Application Process / Selection of Mentees

Mentees interested in participating will fill out a short application to quantify their interest in (and dedication to) the program. Mentor Program Chairs and the Young Leaders Committee Chair will review and narrow the list of applicants.

Application is found at Survey Monkey: <http://www.surveymonkey.com/s/RFKJHY3>

Mentors

The Mentors will be ULI Young Leader members consisting of a variety of backgrounds and experience including development, finance, investments, and brokerage across various asset types. Each of these Mentors has completed a year of the Phase I Mentorship Program; whereby they were mentored by a leading commercial real estate executive member of ULI Houston. The Mentors view this as a great way to help spread their experience and knowledge and to educate existing and prospective real estate professionals on the dynamic industry.

Program Costs

ULI Houston will be covering the Kick-Off and Wrap-Up Event Costs. Each Mentor will be given an overall program budget for the group's individual meetings. The individual meetings are not intended to be elaborate or decadent, rather informative and educational.

Meeting Ideas

Individual group meetings will consist of the Mentor and Mentees. Each Mentee participant will be responsible for planning one meeting for his/her group during the course of the Program.

Sample discussion topics include:

- Professional and personal growth (five and ten year plans, life map, etc)
- Career goals/planning
- Personal career drivers (geography, family, age, experience, ideals, philosophies)
- Review and discussion of offering memorandums and packages
- Property Tours
- Building plan drawing discussions
- Case studies on particular projects
- Pro forma and capital budget reviews
- Markets, demographics, current events (capital markets, green, infill, infrastructure, etc)
- Market-submarket tours, discuss factors driving all forms of development in market
- Site discussions, someone familiar with project join meeting to discuss specific deal, lessons, etc
- Happy hour/drinks

Confidentiality

Confidentiality is absolute, in all ways and forever. This is critically important to the success of this program, and a breach in confidentiality will be treated as a resignation from the Mentor Program.

The ULI Young Leaders look forward to a successful program