

6<sup>TH</sup> ANNUAL REAL JOBS DAY  
CAREERS IN COMMERCIAL REAL ESTATE FOR WOMEN

AGENDA

Wednesday, April 20, 2011

8:30 to 9:00

GREET STUDENTS AND COFFEE/REFRESHMENTS

9:00 to 9:45

INTRODUCTIONS AND OVERVIEW OF DAY

Welcome by Toronto CREW and Dean of Ryerson

9:45 to 11:30

SCAVENGER HUNT – TORONTO EATON CENTRE

Supervised smaller groups will scour the Eaton Centre hunting for examples of commercial real estate in action. *Prizes awarded.*

11:30 to 12:30

LUNCH WITH ROUND TABLE PANEL DISCUSSION

Senior level panelists from the commercial real estate industry will make short presentations regarding their focus area followed by a discussion on their career path led by a mediator. Fields covered may include engineering, property and asset management, leasing, law, and finance.

12:30 to 1:15

INTERACTIVE SESSIONS:

GROUP 1: "NEGOTIATIONS"

Negotiation exercise 'Win as Much as You Can!' This exercise explores the dual aspects of outcome and relationship as well as communication and trust in a fun and interactive way. *Prizes awarded.*

GROUP 2: "ACQUISITIONS"

The basics of a real estate acquisition is covered in an interactive game format via four parts:

1. Appraisal and valuation of the property
2. Environmental assessment
3. Property condition assessment
4. Legal offer

*Prizes awarded.*

1:15 to 1:25

BREAK/REFRESHMENTS



AGENDA continued

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1:25 to 2:10

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GROUP 1: "ACQUISITIONS"

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3. Property condition assessment
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*Prizes awarded.*

GROUP 2: "NEGOTIATIONS"

Negotiation exercise 'Win as Much as You Can!' This exercise explores the dual aspects of outcome and relationship as well as communication and trust in a fun and interactive way.

*Prizes awarded.*

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2:10 to 2:35

STARTING OUT:

Junior level panelists from the commercial real estate industry will discuss their career path to date including their current role and their path through various post-secondary schools.

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2:35 to 2:45

WRAP UP:

RESOURCES, NEXT STEPS, QUESTIONS

A discussion of possible university programs, industry certifications and associations to pursue to get started in various areas of commercial real estate, and details about the resume and cover letter contest with prizes.

DISTRIBUTION OF LOOT BAGS, GOODBYES

A package with additional information on careers in various areas of commercial real estate and resources including university websites and industry association websites was distributed for each participant as well as other give-aways, such as pens, notebooks, and cosmetics.

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*PLEASE WEAR BUSINESS ATTIRE.*

*REFRESHMENTS AND LUNCH WILL BE PROVIDED BY TORONTO CREW.*

