

**REAL JOBS: FUTURES IN COMMERCIAL REAL ESTATE
RYERSON UNIVERSITY
APRIL 21, 2010
9 AM – 3 PM**

- 8:30 to 9:00** **Greet Students and Coffee Bar/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 Scavenger Hunt
Supervised smaller groups will scour the Eaton Centre hunting for examples of commercial real estate in action.

Prizes awarded.
- 11:30 to 12:15** **Lunch (provided by Toronto CREW)**
Lunch Activities
Toronto CREW members will make short presentations regarding their focus area of commercial real estate. Fields covered may include engineering, property and asset management, leasing, law, and finance.
- 12:15 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”
Split into smaller groups, the basics of a real estate acquisition is covered in an interactive game format via four parts – the appraisal/valuation of the property through a multiple choice quiz, environmental assessment through picking a balloon and reading the issue inside, property condition assessment through a variation of the Jenga building block game, and filling out a legal offer for a property through filling in the blanks. Prizes awarded to the top ‘bidder’ group.

Prizes awarded.

1:15 to 1:30

Break/Refreshments

1:30 to 2:30

Interactive Sessions:

Group 1:

“Acquisitions”

Split into smaller groups, the basics of a real estate acquisition is covered in an interactive game format via four parts – the appraisal/valuation of the property through a multiple choice quiz, environmental assessment through picking a balloon and reading the issue inside, property condition assessment through a variation of the Jenga building block game, and filling out a legal offer for a property through filling in the blanks. Prizes awarded to the top ‘bidder’ group.

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.

2:30 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.