



2023

**CU REAL ESTATE CENTER
ANNUAL FORUM**

**STUDENT
RESUME
BOOK**

UNDERGRADUATES

Seeking Internships



REAGAN BURCKHARDT

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EDUCATION

University of Colorado Boulder - Leeds School of Business

Expected May 2024

Bachelor of Science in Business Administration with a dual emphasis in Strategic Management and Real Estate

- Relevant Courses: Statistical & Financial Analysis, Economics, Operations Management, Data & Info Analytics, Business Law, Entrepreneurial Environments, Accounting, Competitive Strategy, Corporate Boards in Action, Real Estate Principles

WORK EXPERIENCE

Pinnacle Real Estate Advisors

May 2022 – Aug. 2022

Database Intern

Denver, CO

- Analyzed current real estate market trends, such as demand, prices, and economic conditions to provide sufficient market analysis to our team of 50+ real estate brokers.
- Managed nearly 200 property listings weekly, ensuring all information was accurate and up to date.
- Examined database systems, including data cleansing, scrubbing, reporting, and modeling.
- Maintained Pinnacle's commercial and residential databases by monitoring performance, executing regular backups, and ensuring accurate data entry.

DoorDash

Mar. 2020 – May 2022

Meal Courier

Denver, CO

- Operated during COVID-19 to complete 564-lifetime deliveries with a 93% on-time-or-early delivery rating and 94% customer satisfaction rating, traveling a total of 2,268 miles in 2021.

Sports Plus

Sept. 2019 – Mar. 2020

Sales Associate

Denver, CO

- Worked alongside store owners and experienced day-to-day business decisions including pricing, inventory, store organization and marketing initiatives.
- Learned the importance of supply chain fluidity and of managing stock-outs and sales/rebates. Developed an understanding of seasonal demand and practiced the immense value of prioritizing customer service.

Waterway

Dec. 2018 – Sept. 2019

Line Associate

Denver, CO

- Worked under harsh conditions in a competitive and high-speed working environment to complete a full wash and vac service every five minutes.
- Cultivated ability to manage stress and perform at a high-level while maintaining a positive team-first attitude.

Skyline Swim and Tennis Club

May 2017 – Aug. 2018

Junior Team Tennis Coach | Grounds Keeper

Denver, CO

- Coached tennis skills to 20-30 students aged 4-13. Led students to develop tennis skills and to practice good sportsmanship, teamwork, and the power of a positive attitude.
- Oversaw club grounds and focused on court management, landscaping, and pool maintenance.

LEADERSHIP AND ACTIVITIES

Tau Kappa Epsilon Fraternity

April 2021 – Present

Mental Health Chair, former Assistant Rush Chair

University of CO, Boulder

- Selected from over 100 members to serve as the Mental Health and Wellness Chair for the fraternity. Completed 5 one-on-one coaching sessions with new members to develop plans for organizational success and personal well-being.
- Coordinated 2021 fall recruitment. Assisted in the selection process and evaluated potential new members' value alignment.
- Completed over 40 hours of community service last semester for Habitat for Humanity and St. Jude's Children Hospital.

South High School Lacrosse

Jan. 2019 – 2020

Student Athletic Leadership Team and Lacrosse Team Captain

Denver, CO

- Handpicked from coaches to be a team captain and be part of the Student Athletic Leadership Team. Met on a weekly basis and discussed on-and-off the field leadership tactics to help players become better leaders in their communities.

Hugh O'Brien Youth Leadership Camp

June 2018 - 2018

Attendee

University of Denver

- One of two students selected from 3000 others to attend a week-long leadership seminar.
- Participated in workshops aimed at building confidence in our team building and decision-making skills.

SKILLS AND INTERESTS

- **Technical:** Microsoft Office, Google Drive, Beginner in Python, Data Robot, Public Speaking, currently getting a Colorado Real Estate License
- **Interests:** Playing sports, stock market & crypto, architecture, long walks with my dogs, scuba diving, world travel

EDUCATION

- **University of Colorado Boulder - Leeds School of Business** **Date of Graduation: May 2023**
 - Bachelor of Science in Business Administration – Real Estate Focus
 - Cumulative GPA: 3.60

- **University of Denver – Daniels College of Business** **Date of Graduation: May 2024**
 - Master of Science in Real Estate
 - Cumulative GPA: N/A

COURSEWORK

- **Real Estate Finance & Investments** **Fall 2021**
 - Creating spreadsheets for loans and understanding the impact of changing loan assumptions such as discount points, interest rates and terms.
 - Creating proformas for various property types. Understanding the impact of taxes, debt, equity, etc. on NOI, BTCF and ATCF. As well as the impact on return metrics (IRR, Equity Multiple and DSCR).

- **Real Estate Economics (Spring 2022) – Site Selection Project & Gap Analysis** **Spring 2022**
 - Using Denver rent data from Zillow to create a development proforma for five sites. Out of the five sites one site returned the highest IRR of 5.43% making the 80207 site the best for developing a 60-unit multifamily property.
 - Getting data on Denver's real estate and demographics to determine rent from potential in-line and anchor tenants. After determining rents, proformas were created for five locations resulting in the 80238 location to have the strongest IRR of 36.1% and best location to develop 50,000 SF of retail.
 - Using census data on population, demand, losses/demands in multifamily and single-family homes to determine the number of new construction rental units and SF homes needed each year from 2014 to 2030. This analysis resulted in an estimate of 2023 needing 13,000 single family homes and 7,000 units of multifamily.

- **Real Estate Development – 28th Street Development Project** **Fall 2022**
 - Using Boulder county's zoning code to determine the suitable property type. Research indicated that the site is zoned for community businesses (BC-1) and residential medium (RM-1)
 - Understanding of discretionary and by right development led the team to go through a discretionary review process to combine both zonings into one: mixed unit zoning.
 - Communication and collaboration with team members to create an investment memo that clearly explained our project goals and outcomes to investors and the Boulder community.
 - Understanding of the property zoning and the local amenities and demographics of the communities surrounding 28th Street to create an investment memo detailing the market, zoning, steps needed to get the project to the construction stage (i.e. entitlement), project timeline, market risks and benefits as well as financial projections.

WORK EXPERIENCE

- **National Center for Women and IT – Boulder, CO** **2021 - Present**
Operations Assistant
 - Assisting with filing invoices in a timely manner.
 - Data entry in MS Excel
 - Organization of NCWIT's CRM platform

SKILLS

- MS Excel – Pivot tables, logic statements and goal seek

Aliya Jones

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Education

University of Colorado Boulder - Leeds School of Business / GPA: 3.367

Boulder, CO

Bachelor of Science in Business Administration with a dual emphasis in Real Estate and Finance

May 2026

- Relevant Courses: Micro/Macroeconomics | Mathematical Analysis (Excel Based) | Communication Strategies |

Rangeview High School: Aurora, CO

Weighted GPA: 4.467 | Highest Honors: 8 Semesters | Academic Letter: 4 years | Environmental Science AP: 3 |

May 2022

Community College of Aurora: Aurora, CO

Cumulative GPA: 4.00 | President's Award: 2020-2021 |

May 2022

- Relevant Course: Introduction to Statistics | English Composition 1 and 2 |
-

Experience

Target

Aurora, CO

Starbucks Barista

2020 - Present

- On average, greeted and served over 100 people each shift, Memorized and perfected dozens of drink recipes, became accustomed to dealing with customers at a high-volume establishment, analyzed and led a team
- Became immersed with people from various different cultures due to location of store, Regularly had to speak in Spanish to customers helped to keep up Spanish proficiency level

University of Colorado Boulder, Office of Financial Aid

Boulder, CO

Peer Advisor

2022 - Present

- Supervised customer service desk of University Financial Aid Center, overseeing email correspondence; arranged weekly appointments and extended professional and positive aid to 200+ university students
- Gained early experiences in a Financial Office job position. The Peer Advisor position has allowed for an understanding and early start on office job decorum as well as a good understanding in what it's similar to, to work in the Financial Services Industry

JD Sports

Aurora, CO

Sales Associate

2021 - 2022

- Aided hundreds of customers each day whilst working at one of highest gross-income stores in it's chain
 - Led new employees and collaboratively worked with a team of over 30 other sales associates in order to devise strategic sales solutions in order to increase locations daily, monthly, quarterly, and yearly sales
-

Internships

Children's Hospital of Colorado, CU Anschutz

Aurora, CO

Paid Medical Intern

2021 - 2021

- Was one of less than 50 students picked out of over 400 applicants for an opportunity to work with medical professionals through a program called Medical Career Collaborative (MC²)
- Aided dozens of medical assistants, nurses, and doctors in uplifting patients whilst acquiring a good understanding about medical providers

Central Park Orthodontics

Denver, CO

Student Intern

2021 - 2022

- Oversaw patient care through hundreds of patients and learned how to perform braces tightening, bracket re-glueing, and retainer bonding on medical models
 - Interned closely with the Orthodontist doctor managed Stapleton Orthodontics. Throughout shadowing, he not only equipped insight directly related to specialized dental care, but with information more directly related to managing a company provided patient care for, on average, over 40 patients a day
-

Extracurricular

- Volunteered over 100+ hours in a single year which then granted me the Bronze President's Volunteer Service Award
- Mentor for underclassman at Rangeview High School in order to aid students in learning academic, mental and personal attributes within their lives
- Led with fellow high school upperclassman in the STARS Mentoring Program
- Officer member in Rangeview High School's National Honor Society

ANAIS COOKE

DEGREE: BACHELOR OF SCIENCE IN BUSINESS ADMINISTRATION IN REAL ESTATE

MINORS: GLOBAL BUSINESS, ENTREPRENEURSHIP

I am a highly motivated, conscientious, and **competent collaborator** eager to get a start in the real estate industry. I **enjoy challenging tasks** and always looking for new opportunities to learn. I am confident I can bring positivity and added value to your organisation by providing **excellent customer relationships** and high work standards. I am proactive and can be relied upon, and am open-minded to learning about many areas.

I am looking for an internship or work experience in the realm of commercial real estate to begin my career.

CONTACT INFO



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Anais Cooke

EDUCATION

University of Colorado Boulder

Colorado, USA | 2020 to present

BACHELOR OF SCIENCE IN BUSINESS ADMINISTRATION IN REAL ESTATE

MINORS: GLOBAL BUSINESS, ENTREPRENEURSHIP

Current GPA: 3.4/4 (equivalent to a first degree)

I have taken classes encompassing a range of areas in business including: Accounting, Business law, Finance, Marketing, Business Ethics, Strategic management, Maths analysis in business (Excel), Communications, and Operations.

STUDY ABROAD: BOCCONI UNIVERSITY

Milan, Italy | Aug 2022 - Dec 2022

I am currently a Study abroad exchange student for the semester in Milan. I will be returning to my home university in the US in January with the credits earned at the Bocconi university.

BRYANSTON SCHOOL

Dorset | Sep 2013 - Aug 2018

A-LEVELS

Geography: A

Business: B

3D Fine Art: B

9 GCSES: A-C

Science: A, B

Maths: B

Spanish: B

3D Art: A

Business: B

English Literature: C

English Language: A

Geography: B

SKILLS

STRONG COLLABORATOR

EXCEPTIONAL COMMUNICATION

EAGERNESS TO LEARN & ADAPT

AWARDS

DEAN'S LIST AT UNIVERSITY OF BOULDER

ISA & SLSG LEVEL 1 SURF INSTRUCTOR

CHILD SAFEGUARDING CERTIFICATE

DUKE OF EDINBURGH BRONZE

DUKE OF EDINBURGH GOLD

HEAD OF FIRST YEARS DURING MY FINAL YEAR

HOBBIES

COLORADO UNIVERSITY REAL ESTATE CLUB
(2021 - PRESENT)

VOLUNTEERING FOR RIDING FOR THE DISABLED (2014-2018)

VOLUNTEERING FOR EDCLUB - SKYPE TEACHING TO AFRICA
(2014-2016)

VOLUNTEERING AT PURE CHARITY CAFE (2011-2013)

JERSEY SPRINT TRIATHLON

MENTORING STUDENTS

BRYANSTON HORSE RIDING TEAM

WORK EXPERIENCE

May 2019 - Aug 2022

SURF INSTRUCTOR

Splash Surf Center

Customer relationships

I have spent my summers teaching beginner-level surfing to a range of ages and skill levels. My job contained teaching groups of children varying from 8-15 in surf camps. However, each week varied whether it was coaching white-collar surfing or families. I enjoyed the interactions and became a great communicator with customers. I valued getting to build relationships throughout the summer.

Nov 2019 - Jan 2020

ASSISTANT

One Foundation

Organisation skills

The One Foundation is a charitable organisation founded to provide support and financial assistance to nonprofit organisations and sports in Jersey. I thoroughly enjoyed this area seeing the real impact of what the charity was doing, having been able to visit ones applying for funding.

Sep 2019 - Oct 2019

HR ASSISTANCE

Dominion

Operation skills

After working in trust I wanted to use the opportunity to try other areas of the business and went on to work as an assistant to the HR manager. Here I had many assisting roles in areas such as payroll, hiring, and admin. It was here I continued to learn that I enjoy working with people, and operating in a sector with more tangible results.

Sep 2018 - Jan 2019

ASSISTANT TRUST OFFICER

Dominion

Administration & Time Management

During my time in Trust, I worked on administrative work including admin, payments, bookkeeping, and file organisation. I was challenged with lots of new tasks and working with a range of ages on a team.

Jan 2017 - May 2022

CATERER

Jersey Kitchens Catering

Eye for detail

I have maintained my job with Jersey Kitchens throughout other jobs in my spare time. Working on special events such as weddings, corporate celebrations, or private dinners. I love interacting with the guests and being able to provide a high-quality service for many people's most memorable celebrations. As a caterer, you learn invaluable skills with coworkers to be efficient and with customers to maintain a great standard of work.

Braden Murphy

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EDUCATION

University of Colorado Boulder – Leeds School of Business

Expected Graduation May 2024

Bachelor of Science in Business Administration with an emphasis in Finance

Cumulative GPA 3.43

- **Relevant Courses:** Corporate Finance, Principles of Finance, Communication Strategy, Investment and Portfolio Management, Principles of Real Estate

FINANCE INVOLVEMENT

Leeds Investment and Trading Group, Boulder, CO

Fall 2022

- Weekly meetings
- Discuss current investing strategies
- Analyze current events related to market changes
- Study past investing events to learn from successes and mistakes

LEADERSHIP AND ACTIVITIES

CU Men's Soccer, Boulder, CO

Fall 2021

Member

- Won regional tournament
- Received a bid to national tournament
- Trained every Monday, Wednesday, and Friday; 6-8PM
- Traveled to play matches each weekend

Regis Jesuit Varsity Soccer, Aurora, CO

2016 - 2020

Team Captain

- Led team to first 5a state championship since 2008
- Welcomed new teammates and incorporated the Jesuit values into team environment

Café 180, Denver, CO

2015 - 2020

Community Service

- Volunteered for a non-profit soup kitchen in Denver 3+ times per year
- Served homeless population meals
- Created relationships with marginalized individuals

WORK EXPERIENCE

Castle Pines Country Club, Castle Pines, CO

Summer 2020, 21,22

Outside Golf Attendant

- Prepared and cleaned golf carts, assisted members with bags, valet, and washed member golf clubs
- Maintained a professional operation on course with a healthy and chivalrous environment for all patrons
- Executed multiple sponsored tournaments for members and outside guests
- Full-time; 8+ hour shifts, five days each week
- Previously completed \$21mm renovation

Rag Bag Bistro, Aurora, CO

Summer 2019

Line Chef

- Crafted homemade tacos, burgers, and drinks
- Served and interacted with customers directly
- Catered various events throughout summer
- Demonstrated significant mobility and flexibility skills

SKILLS AND INTERESTS

- **Technical:** Proficient at Excel, Word, and PowerPoint as well as analyzing past, present, and future cash flows
- **Interests:** Soccer, automobiles, and music

Brett Kleeman

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linkedin.com/in/brett-kleeman-064637230

EDUCATION

University of Colorado – Leeds School of Business, Boulder, CO Exp. Graduation: May 2024
Bachelor of Science in Business Administration, Emphasis in Real Estate

- Dean's List Fall 2021
- *Relevant Courses:* Principles of Real Estate, Operation Management, Communications Strategy, Statistical Analysis in Business, Principles of Management, Business Ethics and Social Responsibility

Harrisburg Area Community College - Gettysburg, PA August 2019- May 2020

- GPA: 4.0
- Dean's List Fall 2019, Spring 2020

CLUBS AND ORGANIZATIONS

- **National Society Collegiate Scholars - Member** April 2022-Present
- **Urban Land Institute (ULI) - Associate Member** October 2022- Present
- **Etkin Johnson Scholar** October 2022- October 2023
- **Institute of Real Estate Management (IREM) - Member** October 2022- Present

WORK EXPERIENCE

ARS Events USA, Reisterstown, MD October 2016-Present
Event Supervisor / Coordinator

- Responsible for setting up and breaking down events for corporate and social gatherings, ranging from 50-500 people, requiring extensive knowledge of over 250 products
- Act as a company liaison by interacting with clients and attendees in a variety of roles, ensuring a positive experience for all and a strong company reputation

BlackJack Pizza, Boulder, CO June 2020- April 2021
Line Cook / Kitchen Staff

- Receive and fulfill over 200 orders per shift in a fast-paced work environment
- Tend to any and all customer needs
- Praised for punctuality and good attitude in workplace

SKILLS AND INTERESTS

- **Technical:** Proficient in Microsoft Excel, Word and PowerPoint
- **Skills:** Strong interpersonal skills, Team player, Forward thinker
- **Interests:** Golfing, Camping, Live Music

Charles Burkhart

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EDUCATION

University of Colorado Boulder – Leeds School of Business

December 2023

Bachelor of Science in Business Administration with a dual emphasis in Finance and Real Estate

Cumulative GPA 3.48 | Dean's List: All semesters

- **Relevant Courses:** Corporate Financial Reporting 1, Investment and Portfolio Management, Corporate Finance, Accounting 2, Principles of Real Estate, Principles of Financial Management, Information Management and Data Analytics

Academic Projects:

- **Justin's Nut Butter Project:** Forecasted in-depth financial projections for five new potential products and presented findings to a local company to increase sales pipeline and expand to a new customer pool
- **Gilead Science Pitch:** Presented comprehensive ideas to generate customer participation in clinical trials by using past data to identify pain points and implement more efficient operations

EXPERIENCE

Undergraduate Real Estate Case Competition (URECC), Boulder, CO

January 2023-Present

Participant

- Collaborated with team members to analyze real-world commercial real estate transactions across the Denver Metroplex Area
- Rendered an investment recommendation and provide board-level presentation of the analysis to a panel of high-level commercial real estate professionals
- Developed and implemented team building exercises for teammates by encouraging self-reflection to establish confidence and synergy for high performance presentations

KeyBank, Boulder, CO

May 2023-Present

Summer Intern

- Embodied a strong client experience culture, being present with every client and teammate realizing the impact personally, professionally, and financially
- Proactively worked to identify and resolve client servicing issues by assisting clients in achieving their financial goals and objectives through the use of financial tools

Sushi Zanami, Boulder, CO

January 2023- Present

Server

- Compiled inventory information for ingredients and silverware and relayed information to upper-level management to ensure the restaurant maintained necessary inventory for vital inputs
- Contributed to shadowing program to onboard new hires to expectations for work and company culture

College Student Storage, Boulder, CO

May 2021- August 2022

Crew Manager

- Relaunched company inventory labeling system through Excel data cleanup and filtration to expedite delivery of goods by necessary return date
- Constructed data visualization system by using Excel to delegate tasks to the reporting team members each week
- Recruited five individuals to join the team by focusing on positive employee morale and healthy work environments

LEADERSHIP AND ACTIVITIES

Phi Alpha Delta, Boulder, CO

September 2021-Present

Member

- Advanced integrity, compassion, and service in the legal profession through service to students, schools, and the community
- Attended weekly meetings interacting with legal professionals, law admission deans, and employers in the community

CU Real Estate Club, Boulder, CO

September 2021-Present

Member

- Participated in weekly meetings to explore and discuss the real estate industry and network with industry professionals
- Collaborated on a group real estate trek to various brokerage firms across the Denver metroplex

CU Boulder Intermural Team, Boulder, CO

October 2021-Present

Co-founder

- Organized and formed a team to participate in a flag football league growing from 2 members to 16 members by tracking club finances in Excel to ensure the delivery of payments
- Established group communication through GroupMe passing on information to teammates in an orderly manner

SKILLS AND INTERESTS

- **Certificates:** Goldman Sachs Excel in Business
- **Technical:** Proficient at Excel, Word and PowerPoint, and experience in iMovie and Macintosh
- **Interests:** Fishing, Snowboarding, Investing, and meeting new friends

Cooper J. Hawkins

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EDUCATION:

University of Colorado at Boulder, Leeds School of Business

Expected May 2024

B.S. in Business Administration with an emphasis in real estate and finance.

Boulder, CO

- **GPA 3.44** | Dean's List Fall 2021
- Vail Resorts Epic Promise Scholar
- Relevant Coursework: Intro to Accounting I and II, Communication Strategy, Information Management and Data Analytics, Intro to Marketing, Principles of Financial Management, Principles of Operations Management, Business Ethics and Social Responsibility, Strategy and Entrepreneurial Thinking, Business Law

WORK EXPERIENCE:

24 Hour Fitness

May 2022 to Present

Fitness Coach

Boulder, CO

- Work with clientele to evaluate individuals starting points, set realistic and attainable goals, continually monitor progress, and reevaluate when plateaus present themselves.
- Monitor CRM to reach over 50+ new members at a time and create influential meetings to boost personal training package sales.
- Train and engage with 30+ clients per month with varying goals and needs that are consistently met with the utmost urgency and care.
- Design, implement, and execute workout programs for the gym and home usage for all clientele.
- Engage in real-time adjustments and corrections of form in a constructive and detailed manner.

Lululemon Athletica

May 2019 to August 2021

Key Leader

Vail, CO

- Exhibited exceptional role in educating guests which resulted in promotion to key leader.
- Mentored 6 team members to improve success in on-floor interactions with guests, monitored daily corporate sales goals, and encouraged the team to meet daily targets via an understanding of KPIs.
- Utilized Microsoft PowerBI measurements to better focus on goals of increasing dollars-per-transaction and units-per-transaction. In addition, communicated and planned accordingly with Microsoft Teams daily.
- Administered end-of-day banking transactions as well as consistent closure and opening routines.
- Initiated constructive feedback conversations bi-weekly intended to provide coaching and development opportunities for less-experienced educators.

Endorphin

May 2018 to October 2018

Front Desk Associate

Eagle, CO

- Monitored the status of gym facilities, performed maintenance of 25 exercise machines regularly, and practiced daily protocols to exceed guests' satisfaction.
- Strived to improve client relations while introducing new members to the club's culture and community daily.
- Mastered the POS system to surpass weekly sales goals and make integration easy for new members.

SKILLS AND INTERESTS:

Technical: Experienced user of Microsoft Office, with an emphasis in Excel, Powerpoint, and Word.

Language: Proficient in German

Interests: Certified personal trainer through the National Academy of Sports Medicine. Completed a personal training certification course after years of interest and dedication to the health field. Always seeking to create a safe and supportive environment for all clients that are driven by results.

Ellie Barber

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EDUCATION

University of Colorado Boulder – Leeds School of Business

August 2020 – Expected Month May 2024

Bachelor of Science in Business Administration with dual emphases in Marketing and Real Estate

Cumulative GPA: 3.079.

- **Courses:** Marketing Research & Analytic, Buyer Behavior, Principles of Real Estate, Principles of Accounting II.
- **Projects:** Business Simulation Project, Product Marketing – Semester Report, Organizational Behavior Final Project.

HONORS AND AWARDS

- Academic Honors List, Spring 2021- Achieved a GPA of a 3.6 or higher that is recognized by the Vice Provost.
- Tulane Book Award, Spring 2018- Demonstrated excellence in academics, leadership and public.

EXPERIENCE

Servers Assistant at The Flagstaff House, Boulder, Colorado

May 2022 - Present

- Working in a fast-paced very detailed oriented environment while still presenting as calm and professional to guests.
- Was the direct help for servers and expos by running orders, explaining select courses to guests and clearing all courses.
- Learned invaluable skills from the restaurant holding Forbes 5 Star qualifications that can transition into any profession.

Director of Social and Risk Management for Chi Omega Zeta Chapter

December 2021 - December 2022

- Coordinated, budgeted, and managed events within our mega chapter as well as with other Greek life chapters
- Learned to manage a large budget for events that provided the best value for the money to the chapter
- Event planned 6 events in innovative venues with attractions that had never been done before by our chapter.

Up and Up Festival Internship, Boulder, Colorado

June 2021 - Present

- Lead social media and marketing manager that led my team through a competition to produce our own concerts.
- Increased engagement across social media, edited and created video and picture advertisements, and selected openers.
- Led my team to sell out our venue and made deep meaningful connections with high profile people in the music industry.

Part-Time Nanny, Fairfax, California

August 2018 – December 2021

- Provided nanny services to a family 18 hours per week.
- Transported child to and from school, appointments, sports, and other extracurricular activities.
- Assisted with homework, from monitoring completion of tasks to assistance with problem solving.

Waitress at The Hub (Formerly Farm Burger), San Anselmo, California

March 2018 - September 2019

- Waitressed at a local restaurant 25 hours a week as a server, bartender, and shift leader.
- Maintained a high standard of customer service during high-pressure, and fast-paced shifts.
- Built strong loyal clientele through friendly interactions and consistent gratitude.

LEADERSHIP

Cardinal Cabinet for Chi Omega Zeta Chapter, Boulder, Colorado

December 2021 - December 2022

Member since fall 2020; served position for one year

- Worked alongside 10 other cardinal cabinet members and 10 executive board members to watch over and monitor events
- Met weekly to help other cabinet members to plan and work through details to their specific events
- Spoke at every chapter and was a forefront image representing the chapter across all pledge classes

ASB- Associated Student Body, San Anselmo, California

Fall 2019 - Spring 2020

Associate Senior Class President

- Constructed new original ideas for the senior class to experience together in order to boost moral throughout the pandemic.
- Coordinated closely with the student body to raise school spirit and increase student engagement in community service projects.

SKILLS

- **Standard:** Leadership experience, Event Management, Budgeting, Customer Service, Conflict Resolution, and Adaptability
- **Technical:** Excel Spreadsheets, Computer Proficiency, Project Management, Microsoft services, and all Google services
- **Interests:** Marketing, Real Estate, Writing, Traveling, Live Music, Skiing, Cooking, and Trying New Food

Evan Aceytuno

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Boulder, Colorado 80302
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Education

- Crescenta Valley High School *Graduation Date: June 2021*
- College Prep Courses: AP English Language, AP US History, AP Economics, AP Statistics, Math Analysis Honors, English 10 Honors, Algebra 2 Honors
- University of Colorado Boulder *Graduation Date: May 2025*

Skills

- Spanish: conversational reading, speaking, and writing
- Computer Skills: proficiency in Microsoft Word, PowerPoint, and Google Drive

Employment

- **Evan's Collar Club** *June 2018 - present*
 - Owner - house/pet sitting/dog walking business
- **DoorDash** *July 2020 - present*
 - Food/grocery delivery service/average 20 hours per week
- **City of Los Angeles** *June 2022 – July 2022*
 - Summer job at the City of Los Angeles Clerk's Office counting, verifying, and processing ballots and petitions for the greater Los Angeles area.
- **PetSmart** *November 2022 - present*
 - Cashier at PetSmart to sustain college life

Community and Volunteer Experience

- **BSA Troop 319** *2014 - present*
 - Eagle Scout
 - Eagle Project: Construction of benches at Casey Stengel Baseball Stadium
 - Troop Guide: Train, assist, and guide 30 younger scouts
 - Projects: Trail building, donation drives, construction projects, school beautification
- **Dodgers Youth Baseball Camp** *Summer/Winter 2017*
 - Camp Counselor for twelve, 7-13 year old kids at Dodger Stadium
- **Falcon Youth Baseball Camp** *Summer/Winter 2017-2021*
 - Camp Counselor for 100 kids/10 at a time in rotating stations at Stengel Stadium
- **St. Bede Youth Ministry** *2016 - present*
 - Confirmation Class of 2018
 - Mission projects at women's shelters/homeless food prep/distribution/shelter work

School Athletics/Activities

- **Baseball Player** (Varsity, JV, Freshman) – Infield/3rd Base *2017-2021*

- **Associated Student Body, Crescenta Valley High School.** *August 2020 - June 2021*
Position: Director of Organizations
- Club Exposition Director (Coordinate 50+ student clubs)
- **Football Player** (JV, Freshman) - defensive back/kicker *2017-2019*
- **Crescenta Valley High School Television** - director, screenwriter,
2017-2019
editor, cameraman of for school's T.V. channel
- Student of the Month *February 2019*
- Student-Athlete Scholar Awards *2017 - 2020*
- BSA Bronze and Gold Medals for Nights Camped and Miles Hiked *2017 - 2020*

Hobbies

- Snowboarding – Member of the Boulder Freeride Club
- Golf – Member of the City of Los Angeles Player's Club
- Rock climbing/rappelling/hiking
- Mountain biking

Fenton Dowling

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EDUCATION AWARDS

University of Colorado Boulder – Leeds School of Business

May 2024

Bachelor of Science in Business Administration with an emphasis in Real Estate and Finance

Cumulative GPA: 3.25

- Relevant Coursework: Fundamentals of Financial Analysis, Math Analysis in Business, Communication Strategy, Economics (Micro and Macro), Statistical Analysis in Business

Chick Evans Scholar Recipient

- Awarded 4 year, highly competitive scholarship, for outstanding academics, community outreach/service, financial need, and caddying
- Full Tuition and housing scholarship contracted so long as academic excellence is maintained, group living and house upkeep is ensured and community leadership is recognized

LEADERSHIP

Chick Evans Colorado Chapter Executive Board, Boulder, CO

Spring 2023 - Present

President

- Utilizing team leadership role to create calendars, plans, events, and activities that bring members towards a common goal of being with and for others
- Leader and role model with responsibility to perform diligently, prudently, and effectively with goal of positive progress through any given situation
- Bridging the gap between 60 Scholars and the committee board by leading chapter meetings and events
- Applying conflict management strategies to manage both small- and large-scale conflict amongst scholars, to promote growth and community in group living

Chick Evans Colorado Chapter Executive Board, Boulder, CO

Spring 2022 – Fall 2023

Vice President of Finance

- Accounted a six-digit house budget with goal of budgeting and tracking costs to maximize potential for organization
- Ensured smooth collection of house bills and dues from each resident with goal of paying off chapter living fees, house utilities upgrades and ultimately end achieving this goal
- Processed bank statements to send out monthly reconciliation statements in order that an accurate filing of taxes is completed
- Provided personal lists of debits and credits on individual accounts when affected with goal of maintaining clarity and ethical practices are accomplished
- Sent out monthly payments to employees in order that all guests are accounted for on off hours

Regis Jesuit High School, Parker, CO

Spring 2019 – Spring 2020

Rugby Team Captain

- Steered a varsity rugby team towards a state championship alongside two other fellow classmates with goal of bringing the team together both emotionally and physically

EXPERIENCE

Meridian Golf Club, Englewood, CO

Summers 2020 - Present

Managing of Caddies

- Training 16 novice caddies with no experience and informing them about hard work ethic and Leadership with goal of expanding knowledge of Chick Evans scholarship
- Created work schedules and reported all work hours to account and make sure each caddie was making adequate pay
- Implemented a caddie system that exceeded previous managers summer loop count by 25% creating more money and happier customers throughout the club
- Overseeing large scale golf tournaments while using operations management with goal of maximizing efficiency of staff and making tournament run smoothly

Chi-Omega Sorority House, Boulder, CO

August 2020 - Present

Head Dining Room Manager

- Keeping sorority members accountable for payment of food by overseeing all going in and out of dining room with goal of providing an ethical and conflict free eating area
- Sourcing new hires, along with helping train and coach new employees to job title to ensure a workplace where all team members are on the same page

SKILLS

- Proficient in Microsoft Excel, using it create Capital Market Lines, Efficient Frontier Graphs, perform regression formulas, and find values of Treasury bonds using various different metrics

F. Harrison Marx

Atlanta, GA | (678)-735-2342 | fhmarx02@gmail.com

EDUCATION

University of Colorado Boulder, Boulder, CO

August 2020 – May 2024

Bachelor of Science in Business Administration with a Double Emphasis in Finance and Real Estate

- 3.47 cumulative GPA and Exploratory Studies Academic Honors 2021

EXPERIENCE

Leeds School of Business Pre-Business Program, Boulder, CO

August 2021 – Present

Peer Advisor

- Work directly under the Program Directors, and assist in academic advising for Pre-Business students
- Gather, analyze, and present program data using Microsoft Excel and infographics
- Help set up and attend information sessions and events where I interact with students and their parents
- Assist in creating and grading student's assignments

RangeWater Real Estate, Atlanta, GA

June 2022 – July 2022

Development Associate Intern

- Worked mainly with development with some experience in capital markets and property management
- Conducted market surveys for new and potential properties
- Assisted in underwriting new deals and building equity books
- Performed an in-depth analysis and presentation of two potential new markets

Bakkal International Foods Inc., Atlanta, GA

May 2021 – July 2021

Grocery Stock Clerk

- Advanced interpersonal skills and global understanding through constant international customer interaction
- Assured store organization, stocked shelves, customer satisfaction, and store cleanliness
- POS System and cash register management

Pucobre Copper, Santiago, Chile

June 2019 – July 2019

Summer Intern

- Worked directly with the CEO while traveling the country and working in the office performing various tasks such as sitting in on meetings, research, presentations, and file organization
- Heightened my Spanish speaking skills through working and living with Spanish speakers

CERTIFICATIONS

Advanced Microsoft Excel

January 2021 – Present

University of Colorado Boulder Math Analysis in Business

- Advanced in knowledge relating to Microsoft Excel
- Included lessons in efficiency, data analysis, application, and data location (XLOOKUP, VLOOKUP)

RELEVANT COURSE WORK

- **Finance:** Fundamentals of Financial Analysis, Investment and Portfolio Management, Corporate Finance
- **Accounting:** Principles of Accounting I & II, Corporate Financial Reporting

OTHER

- Born in Santiago, Chile, Dual citizenship (USA and Chile)
- Semester abroad in Barcelona, Spain studying Spanish language and culture, and international business
- Twice participated in the Susan G. Komen 3-day walk for breast cancer

SKILLS/INTERESTS

Language: Spanish- Moderate Proficiency

Concepts: Microsoft Softwares, Google Softwares, CoStar, Radix, Salesforce

Affiliations: CU Boulder Intramural Sports, Leeds Professional Mentor Program, Real Estate Club

Interests: Skiing, Traveling, Intercultural Learning, Fishing, Music, Team sports

Grant Henry

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EDUCATION

University of Colorado Boulder - Leeds School of Business

May 2024

Bachelor of Science in Business Administration with an emphasis in Real Estate and Finance

Relevant Courses: Principles of Real Estate, Corporate Finance

University Activities:

Dean's Leadership Fellows Program - *Member*

CU Real Estate Club - *Member*

- Discussed current trends affecting CRE industry, participated in business treks, listened to weekly speakers in the industry
- Pi Kappa Phi Fraternity - *Executive Board*

WORK & VOLUNTEER EXPERIENCE

Vector Marketing, Boulder, CO

January 2023 - Present

Direct Sales Representative

- Presented high-quality line of cutlery and culinary items to customers through virtual and in-home demonstrations.
- Established new clientele through referral and lead generation.
- Refined communication skills and polished personal sales techniques.
- Earned 4 performance based promotions in first 10 days through personally selling \$10,000+
- Displayed the highest sales results in the Boulder office for January 2023 with a 100% closing ratio, and \$12,000+ in total sales
- Maintained an average order 92% above company average

NOLS (National Outdoor Leadership School), Coyhaique, Chile

January 2020 - March 2020

Student, Designated Leader, Active Follower

- Engaged in a 51-day Expedition in the Andes Mountains and Pacific Ocean of Chilean Patagonia. Travel via Mountaineering, Backpacking, and Sea Kayaking
- Conducted training in leadership, decision making, risk management, teamwork, wilderness first aid, and environmental studies.
- Acted as both designated leader and active follower, helping make major decisions regarding safety, route finding, and team building/chemistry

Young Men's Service League, Redwood City, CA

August 2016 - June 2019

Volunteer

- Served locally in different philanthropies while learning power of helping others
- Received the President's Award for Service each year from YSML organization

Global Leaders, Atherton, CA

August 2016 - June 2017

Student

- Taught students value of community service through volunteering within local community and conducting leadership workshops throughout school year in preparation for service trip abroad to Guatemala

OTHER WORK EXPERIENCE

Utilized strong communication and problem-solving skills in a variety of service-related roles:

Greek House Chefs, Boulder, CO

August 2022 - December 2022

Asst to the Chef and Dishwasher

True Food Kitchen, Palo Alto, CA

May 2021 - August 2021, May 2022 - August 2022

Busser 2021, promoted to Server 2022

Snag Delivery, Boulder, CO

August 2021 - May 2022

Shift Lead responsible for managing inventory, assigning deliveries, packing orders, tracking drivers

Recreational Equipment Inc. (REI), San Carlos, CA

May 2021 - August 2021

Retail Sales Specialist

Cafe Borrone, Menlo Park, CA

October 2019 - January 2020

Server

SKILLS AND INTERESTS

Skills Excel, Word, and PowerPoint Proficiency, Computer Proficiency, Outdoor Survival and Living, Interpersonal Skills

Spanish - Conversational

High School Football: 2018 PAL, CCS Open Division 1, NorCal and State Division 3AA Champions

High School Basketball: 2019 PAL Champions

Interests: Outdoors, Hiking, Basketball, Football, Working Out, Skiing, Movies

Grover F. Sapp

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EDUCATION:

University of Colorado Boulder, Leeds School of Business

Expected May 2025

B.S. In Business administration with an emphasis in Finance

GPA 3.2

- Academic Awards: Front Range Community College Deans List (High School), Recipient of the CU Regent scholarship, CU Barnes Memorial Scholarship, Broomfield Lions Club Scholarship, Westminster Rotary Scholarship, TBK Bank Scholarship, Imperial Court of the Rocky Mountain scholarship, and the Empire Scholarship.
- Relevant Coursework: Mathematical Analysis in Business, World of Business, Communication Strategy, Statistical Analysis in Business, BASE Mods.

WORK EXPERIENCE:

5280 Paddle Sports

May 2022 - August 2022

Equipment Tech and Customer Service Representative

Littleton, CO

- Maintained and serviced company equipment including all paddle boards and administrative tools
- Practiced hospitality and service to our customers while making sales and handling conflict
- Taught children up to adults the skills of paddleboarding while also delivering coaching as needed

Perfect Pools

May 2022 - August 2022

Managing Lifeguard

Littleton, CO

- Responsible for the day-to-day operations of two residential pools, along with all scheduling and payroll tasks
- Utilized lifesaving skills involving in water saves and CPR, ran in-services, and handled all conflict that arose
- Practiced in person and email interactions with the owner and other employees, delivered top customer service

City and County of Broomfield

February 2020 - August 2021

Deep Lifeguard

Broomfield, CO

- Promoted safe use of water attractions and maintained recreational facilities in accordance with company policy
- Utilized lifesaving skills involving in water saves and CPR, ran in-services, and handled all conflict that arose
- Practiced in person and email interactions with the director and other lifeguards, delivered top customer service

Colorado Swim School

June 2020 - November 2020

Swim instructor

Broomfield, CO

- Taught children lifesaving swimming techniques through technical in water training, according to student's skillset
- Utilized teaching/communication skills to teach children and enhance prior skillsets.
- Conversated with parents on their goals for their children, communicated this information with peers and bosses

LEADERSHIP AND ACTIVITIES:

Westminster Presbyterian Church

Grades: 9, 10

Volunteer

Westminster, Co

Delivered meals on Thanksgiving and gave company to the less fortunate, Helped in the maintenance of the church facilities and general service to the congregation.

Phi Gamma Delta Fraternity

Brother

Boulder, Co

Participate in service and philanthropy events to help the community, along with producing events for our sister sororities.

SKILLS AND INTERESTS:

Technical:

- Leadership, hospitable communication, inquisitive
- Excel, PowerPoint, Word
- Monitoring and managing company policies, managing operational functions

Interests: advisory financial management, B2C and enterprise sales, commercial real estate, and property management

Gianni Iandimarino

Leeds Real Estate Student

Address 995 Regent Dr
Boulder, CO 80310
Phone (720)-738-9998
E-mail itsgianni@gmail.com



Organized and dependable candidate successful at managing multiple priorities with a positive attitude. Willingness to take on added responsibilities to meet team goals.



Skills

- Dependable and Responsible Excellent
- Self-Motivated Excellent
- Sales expertise Excellent
- Attention to Detail Excellent
- Flexible and Adaptable Excellent



Work History

- Oct 2021 - May 2022** **Brand Ambassador**
Health and Fitness Activations, Boulder, CO
 - Increased GT's Living Foods' brand awareness through event marketing, demonstrations, sales, and brand promotion.
- Dec 2020 - Nov 2021** **Cashier/Customer Service**
Whole Foods Market, Boulder, CO
 - Utilized POS system to handle customer cash and credit card transactions.
 - Monitored self-checkout systems and provided help in resolving complex problems.

Jan 2019 - Attendant / Golf Associate

Jun 2020 *Grey Oaks Country Club, Naples, FL*

- Facilitated poolside food and beverage services, managed tee times, cleaned golf carts, set up chair covers for members and picked the range.
- Greeted golf course guests and shared information on course conditions, rules and gameplay.

Jan 2017 - Bike Mechanic

Dec 2018 *Big Mommas Bicycles, Naples, FL*

- Serviced, maintained and repaired bicycles with focus on efficiency, quality and safety.
- Helped customers select bicycles to fit body size and intended bicycle uses.



Education

Aug 2022 - BBA: Real Estate

Current *University of Colorado Boulder - Boulder, CO*

Aug 2019 - Associate of Science: Entrepreneurship

May 2022 *Florida Southwestern State College - Lely Resort, FL*

- Dean's List: Spring 2020

Aug 2016 - High school diploma

May 2020 *Barron Collier High School, FSW College - Naples, FL*

- Awarded Summa Cum Laude



Languages

English

◆◆◆◆◆
Excellent

Spanish

◆◆◆◆◆
Good



Certifications

Jul 2021 TIPS Certification

Mar 2017 Photoshop Certification

Oct 2016 Autodesk Revit

Oct 2016 Autodesk Inventor

Hannah Boday

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EDUCATION

University of Colorado Boulder – Leeds School of Business

August 2022-Expected May 2026

Bachelor of Science in Business Administration with an emphasis in Real Estate and Marketing

Sports Business Certificate

3.7 Cumulative GPA

- **Relevant Projects:** Consider a Career Project which studied the Real Estate Industry by interviewing professionals and researching the industry, concluding in showing others why the industry is an area to go into
- **Relevant Courses:** Communication Strategies, Microeconomics, Mathematical Analysis in Business

HONORS AND AWARDS

- CU Esteemed Scholars-Hale
- FGX Leeds Global Programs Scholarship
- Honor Athlete Award
- 4-year Academic All State First Team

EXPERIENCE

Sprouts Farmers Market, Boulder, Colorado

November 2022-Present

Team Member – Grocery and Front Counter Clerk

- Ensuring the grocery department exceeds customer expectations in providing help and stocked isles
- Providing bagging and checking assistance to customers to ensure all their needs are fulfilled

Buff Vision, Boulder, Colorado

August 2022-Present

Team Member - Utility

- Working with the sports media production for all University of Colorado Boulder sports to ensure cameras are running smoothly and the crew has everything they need to succeed
- Move around to different cameras and crew members to ensure everything runs smoothly for the entirety of the game

Fort Fun, Fort Collins, Colorado

June 2021-Present

Team Member Lead and Party Host

- Provide fast, friendly service to ensure continued patronage while resolving customer complaints and ensuring team members are doing what they need to do to be successful
- Host birthday parties and work events by ensuring quick food service and a friendly face for guests' special days

Columbine Health Systems, Fort Collins, Colorado

September 2021-January 2022

Dietary Aide

- Succeed the needs of elderly residents by ensuring food is stocked and ready for serving while maintaining the sanitization of all dirty dishes
- Connect with the resident community and make every resident feel loved and appreciated

LEADERSHIP

Fort Collins High School Cross Country/Track and Field, Fort Collins, Colorado

Fall 2020-Spring 2022

Team Captain

- An active member of the cross country and track and field team who was responsible for team pride, supporting everyone, and helping the team connect
- Lead the team to multiple wins and provided the help needed to be a strong team

SKILLS

- Speaking and communication
- Experience with Excel
- Basic to conversational Spanish speaking skills

PERSONAL ACHIEVEMENTS/INFORMATION

- 4-year varsity letter winner in both cross country and track and field
- 2-year varsity letter winner and 4-year member in symphony orchestra as a cello player
- Math Honors Society Member
- National Honors Society Member
- Music Honors Society Member
- 2-year participant at the Colorado Music Educator Association (CMEA) conference
- Track and Field 2nd Team All-Conference
- Academic Letter Recipient

Joshua Serure

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EDUCATION

University of Colorado Boulder

Boulder, Colorado

Real Estate Emphasis – 3.0 GPA

Expected December 2023

- **Relevant Coursework:** Principles of Real Estate, Strategic Thinking and Entrepreneurship

University of Miami

Coral Gables, Florida

Bachelor of Business Administration – 3.7 GPA

September 2019 – December 2020

- **Relevant Coursework:** Managing for Success in the Global Environment, Foundations of Marketing, Principles of Financial Accounting, Business Communications, Principles of Entrepreneurship

Half Hollow Hills High School East

Dix Hills, New York

Regents diploma with Executive Distinction in Business – 94.5 GPA

Graduated June 2019

- **Honors:** The Stock Market Game - Top 25, King of the Hills Winner, DECA ICDC attendee

WORK EXPERIENCE

Ralph's Famous Italian Ices

Greenport, New York

General Manager

April 2020 – Present

- Coordinated daily operations of a regional ice cream franchise. Ran scheduling, staffing, and training of 12 servers. Maintained proper Covid-19 protocols with all employees and customers
- Directed all marketing and social media campaigns, created new apparel line, and oversaw onboarding and promotions of DoorDash service
- Performed all purchasing and inventory control from multiple vendor supply chain
- Responsible for proving and documenting daily revenues and deposits, including main accounting functions

Laserderm Dermatology

Smithtown, New York

Administrations Assistant

April 2018 – May 2019

- Assisted in daily business operations including accounting, finance, project management, and marketing
- Created a successful marketing retention & referral program for clients and patients
- Managed accounts payable, reconciled daily deposits and charges, and balanced checking account

LEADERSHIP EXPERIENCE

CannaBuffs – Cannabis Club of CU Boulder

Boulder, Colorado

President & Founder

April 2022 – Present

- Established club with mission to provide students with education and opportunity in the cannabis industry
- Coordinate weekly meetings of guest speakers, facility tours, and industry mixers
- Recruiting members from all areas of study, over 420 and growing

Future Business Leaders of America (FBLA)

Dix Hills, New York

Treasurer

September 2018 – June 2019

- Handled all club moneys, dues, and funding in correspondence with organization and school policy
- Fundraised to send 30 students to the state level competition by coordinating school wide basket sale
- Coordinated community leaders for networking and guest speaker opportunities

ACTIVITIES & INTERESTS

Activities: UM Club Running - Treasurer, uStart Entrepreneurship Club, DECA, R.T. Special Needs Program

Interests: Running, Music, Outdoors, and Volunteering

Kourtney Stetler

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EDUCATION

University of Colorado Boulder – Leeds School of Business

May 2025

Bachelor of Science in Business Management with an emphasis in Real Estate

Spanish Minor

Cumulative GPA of 3.086

EXPERIENCE

The Home Depot, Delafield, WI

July 2020-Present

Customer Service Desk Associate

- Maintained customer satisfaction with quick and professional handling of product returns.
- Monitored cash drawers in multiple checkout stations and maintained adequate cash supply.
- Trained new personnel regarding company operations, policies and services.
- Cross-trained and backed up other departments when needed.
- Applied highly effective selling skills while properly engaging and presenting solutions to customers.

Water Street Brewery, Delafield, WI

Fall 2019-2020

Restaurant Hostess

- Supported servers, food runners and bussers with keeping dining area ready for every guest.
- Answered customer questions about hours, seating and menu information.
- Took reservations and to-go orders by phone, answered customer questions and informed of accurate wait time
- Stayed in open communication with kitchen team to assess cooking times, avoid worker overload and minimize customer dissatisfaction.

RPM Industrial Sales, Delafield, WI

Summer 2018-2019

Customer Service Representative

- Maintained customer satisfaction with forward-thinking strategies focused on addressing customer needs and resolving concerns.
- Answered customer telephone calls promptly to avoid on-hold wait times.
- Offered advice and assistance to customers, paying attention to special needs or wants.
- Utilized Microsoft excel and word in order to improve productivity and efficiently in the workplace.

LEADERSHIP AND ACTIVITIES

Colorado Boulder Rowing Team, Boulder, CO

Fall 2022-Present

Social Media Assistant (Member Since 2022)

- Created engaging content to keep social media channels updated and on brand.
- Reported social media performances and engaged with digital communities to build positive regard for company.
- Encouraged audience engagement and shared information about product launches and current promotions.

Student- Athlete on the Colorado Rowing Team, Boulder, CO

Fall 2021-Present

Varsity Athlete (Member Since 2021)

- Managed time effectively while traveling for games, attending practice and going to classes.
- Developed and maintained key relationships fellow athletes, coaching staff and school administrators and professors.
- Exhibited excellent teamwork and strong work ethic by promoting camaraderie.
- Effectively communicated with diverse group of athletes, coaches and game officials using dynamic listening and open-ended questioning skills.

The Home Depot, Delafield, WI

Summer 2020- Spring 2021

Head Cashier (Member Since 2020)

- Trained, mentored and developed new cashiers with positive and encouraging techniques to maximize performance and team contributions.
- Performed store opening, closing and shift-change actions and kept accurate shift-change logs.
- Oversaw group of 30 cashiers and service staff, supervising performance, correcting problems and boosting efficiency.

SKILLS

- **Technical:** Efficient and Detail- Oriented, Upbeat and Positive Personality, Proficient at Excel, Word and PowerPoint Communication with Coworkers & Managers.
- **Interests:** CU Rowing Team, Intramural Basketball Team, and Skiing.

ADDITIONAL INFORMATION

- Received The Cashier of the Month Award as well as The Service Desk Associate of the Month Award
- Promoted to Head Cashier
- Received Homer Awards by making Customer Satisfaction my highest priority.
- Elected Captain of Women's Varsity Basketball & Soccer Teams in High School
- Received 2nd Team All-Conference in The State of Wisconsin for Basketball for Junior & Senior Year of High School

Luke Engelby

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EDUCATION:

University of Colorado at Boulder, Leeds School of Business

May 2025

B.S. in Business Administration with a dual emphasis in Finance and Real Estate

- **Scholarships Received:** Regent Scholarship, Be Boulder Scholarship, CU Esteemed Scholars-Hale
- **Cumulative GPA: 3.754/4** Dean's List 2021–Present
- **Pillars of Wall Street** | Practiced advanced Excel skills and valuation fundamentals in a 14 hour course to create financial models and discounted cash flows of companies
- **Real Estate Financial Modeling Bootcamp** (Break into CRE) | Certified completion of a 10 hour course to learn the basics of commercial real estate pro forma modeling and analyzing key metrics through Excel

LEADERSHIP AND ACTIVITIES:

CU Real Estate Club

August 2021 to Present

Junior Analyst

- Exceeded club member growth expectations with 650% growth and 130 attendees for fall 2022 inaugural meeting
- Designed and launched a website for the club detailing information on events, treks, and points of contact
- Structured upcoming semester itinerary with weekly social, professional building, networking, and speaker events

Adventurers in CRE

November 2022 to Present

Advanced Accelerator Student

- Online financial modeling course with case study learning using various real estate property types and valuation models
- Completing 17 different courses and over 120 hours of coursework to learn the fundamentals of real estate modeling
- Practice using Excel in order to analyze discounted cash flows, risk/return metrics, and other models to valuing real estate

Leeds Investment and Trading Group

August 2021 to Present

Energy Sector Analyst

- Investment Team Member managing ~\$400,000 portfolio of equities for the Burrige Center of Finance
- Energy Sector Analyst – make buy and sell recommendations on energy specific stocks every semester to the investment fund and the LITG advisory board – a collection of finance professionals with decades of experience
- Analyst Program Graduate – semester long program to learn accounting fundamentals, financial modelings using Excel, discounted cash flows, comparable analyses, and portfolio theory and management

Leeds Consulting Group

September 2022 to Present

Senior Analyst

- Finished 1st place out of 4 teams in an Impact Case Competition to help 365 Health gain telehealth member registration
- Certified completion of the semester long Junior Analyst program to learn fundamentals of case preparation, consulting practices, presenting skills, professional development, and interpersonal communication
- Selected as one of 17 students from a pool 87 applicants for Leeds Consulting Group Junior Analyst Program

Alpha Kappa Psi

January 2022 to Present

DEI Committee Member

- Collected and analyzed DEI data on potential new members as well as members currently in the fraternity
- Organized and successfully ran a food drive with the Kobu Foundation and deliver meals to Boulder residents

WORK EXPERIENCE:

Home Depot, Parker CO

June 2022 to August 2022

Customer Service Associate

- Ensured a positive customer experience by mediating problems using strong communication and customer service skills
- Handled fundamental customer-service responsibilities including POS, sales, and inventory management

Colorado Property Management

May 2021 to August 2021

Property Manager Assistant

- Gained interpersonal communication skills and problem solving skills by managing conflicts with homeowners
- Experienced the basics of property management by performing manual labor projects for 100+ residential homes
- Perfected time management skills by successfully completed tasks in a deadline driven environment

SKILLS AND INTERESTS:

Technical: Bloomberg Market Concepts Certificate, Proficiency in Microsoft Excel, Word, PowerPoint; Capital IQ

Language: Proficiency in Spanish with 6 years of classes; Seal of Biliteracy

Interests: Poker Game Theory, Positive Psychology, Nonfiction Reading, Travel, Chess, Hiking 14ers, Fitness

MATTHEW MCCULLOUGH

1127 Jesse Court Highlands Ranch, CO 80126 • mattmccullough135@gmail.com • 720-537-1909

EDUCATION

University of Colorado Boulder – Leeds School of Business

August 2020-Present

Pursuing Bachelor of Science Degree in Business Administration with a dual emphasis in Finance & Real Estate, Pursuing Minor Degree in Political Science

Cumulative GPA 3.10 | Esteemed Scholar's Program: All semesters

- **Relevant Courses:** Corporate Finance, Investments & Portfolio Management, Principles of Financial Management, Corporate Financial Reporting, Accounting I & II, Real Estate Finance & Investments, Real Estate Law, Real Estate Economics, Statistical Analysis in Business, Financial Analysis, Business Law, Microeconomics, Macroeconomics

LEADERSHIP

Undergraduate Interfraternity Council at CU Boulder, Inc., Boulder, CO

President & CEO, November 2022-Present, IFC Justice, January 2021-August 2021

- Elected unanimously to manage the operations and safety of 21 fraternities and 2,300 undergraduate students at the University of Colorado, Boulder
- Oversee the allocation of a \$300,000 budget and approve all expenses
- Coordinate with Boulder Police Department, Fire Department & University of Colorado on behalf of Greek life
- Communicate and work with local Boulder property management overseeing 30+ properties
- Manage an executive board of 12 members, overseeing each position and delegating responsibilities

Sigma Nu Fraternity, Gamma Kappa Chapter, Boulder, CO

Chapter President, December 2021-November 2022, Member, November 2020-Present

- Elected by 180 members to allocate & manage a \$250,000 budget
- Supervised the management of a \$25 million property, working with property management and maintenance contractors
- Liaised with Boulder Police Department, Fire Department & University of Colorado Administration to ensure health/safety and appropriate risk-management
- Established professional development training for 150 members
- Awarded Fall 2022 IFC Philanthropic Chapter of the Year

Future Business Leaders of America, Mountain Vista High School, Highlands Ranch, CO

Chapter President, August 2019-May 2020, Member, January 2017-May 2020

- Appointed to position by Head of Business Department
- Utilized leadership skills to recruit and lead our chapter to most state attendees/awards in school history
- Led individual member development sessions for all state attendees
- Reorganized chapter structure and recruiting process to increase efficiency and member participation

National Honor Society, Mountain Vista High School, Highlands Ranch, CO

Chapter President, August 2019-May 2020, Member, August 2018-May 2020

- Led over 100 fellow students through service activities and fundraisers with proceeds going towards charity
- Completed over 200 hours of community service as a member of the chapter

EXPERIENCE

Berrian Insurance Group, Englewood, CO

Intern, May 2022-August 2022

- Earned TotalCSR Designations of: Professional Commercial Insurance Advisor (PCIA) and Qualified Commercial Lines Specialist (QCLS)
- Performed market appetite research for commercial carriers & accounts
- Constructed commercial policy submissions for all lines of insurance

University Hill Market and Deli, Boulder, CO

Cook, March 2020-March 2021

- Worked independently to manage kitchen operations through maintaining inventory/food costing, health & safety standards, and excellent customer service

Two Men and a Truck, Centennial, CO

Mover/General Laborer, May 2021-August 2021, May 2022-Present

- Developed teamwork and leadership through large moves for residential and commercial accounts
- Assisted customers with moving, paperwork, and scheduling through excellent customer service and communication

SKILLS AND INTERESTS

- **Technical:** Microsoft Excel, Word & PowerPoint
- **Interests:** Fitness, Philanthropy

MEGAN SELTZER

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EDUCATION

University of Colorado Boulder – Leeds School of Business

May 2024

Pursuing a Bachelor of Science in Business Administration with a dual emphasis in Finance and Real Estate

Cumulative GPA 3.363 | Dean's List: Fall 2020

- **First Generation Scholars Program 2020-2024**
- **Relevant Courses:** Fundamentals of Financial Analysis, Corporate Finance, Corporate Financial Reporting 1, Investment and Portfolio Management, Principles of Real Estate

WORK EXPERIENCE

Continuing Education Accounting Department, Boulder, CO

December 2022 - Present

Student Assistant

- Provide customer support to students and parents via email and phone
- Create and mailing invoices for 3rd parties
- Generate itemized bills for students enrolled in Continuing Education classes
- Produce tuition rate sheets in Microsoft Word and Excel

24 Hour Fitness, Parker, CO

Summer 2022

Club Attendant

- Partnered with Facility Technician to perform cleaning duties on equipment as outlined in preventative maintenance guide
- Reported customer's sanitary concerns to management

Hilton Garden Inn, Highlands Ranch, CO

Summer 2021

Housekeeper

- Cleaned and maintained sanitary hotel rooms for hundreds of customer's rooms
- Delivered requested items to customer's rooms in a timely manner
- Restocked each floor's storage closets with supplies

Educational Outfitters, Centennial, CO

September 2019 - March 2020

Sales Associate

- Collaborated with hundreds of customers on the floor to meet specific sizing needs
- Processed and shipped customer's packages in a timely manner
- Maintained store appearance including re-shelving, replacing, and restocking items

KD Kanopy, Denver, CO

Summer 2018, 2019

Quality Control Management

- Inspected finished products for quality to meet customer's specifications
- Troubleshooted problems with equipment and reported to manager
- Reviewed incoming materials and compared to documentation to check accuracy and quality of daily orders

LEADERSHIP AND ACTIVITIES

Kappa Kappa Gamma, Boulder, CO

September 2021 - Present

Member, Philanthropy Chair Assistant

- Planned, organized, and coordinated the participation of 20 different companies for our 5 events
- Ran ticket sales for fundraising for the National Alliance on Mental Illness, National Brain Tumor Society, and National Eating Disorder Association
- Managed vendor logistics and agenda for Philanthropy week
- Promoted mental health awareness on campus through a service table

Leeds Mentoring Program, Boulder, CO

August 2022 - Present

Professional Mentor Program

- Mentored with the Chief Product Officer at Merchant Pact

CU Real Estate Club, Boulder, CO

January 2023 - Present

Member

- Attended networking events and weekly meetings

SKILLS AND INTERESTS

-
- **Technical:** Microsoft Office (Word, Excel, PowerPoint), Data Warehousing, Microsoft Teams, Zoom
 - **Skills:** Leadership, Problem-Solving, Attention to Detail, Time Management, Critical-Thinking, Communication, Active Listening, Adaptability
 - **Interests:** Listening to podcasts, Exploring new restaurants, Traveling, Painting and designing, Photography

Chloe Ramirez

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EDUCATION

University of Colorado Boulder – Leeds School of Business

Expected Fall 2023

Bachelor of Science in Business Administration with an emphasis in Accounting

RELEVANT COURSEWORK

Math Analysis in Business

- Mastered how to apply mathematical problem solving to real business contexts
- Worked with data and spreadsheets to build and analyze business models

Principles of Accounting, I and II

- Familiarized with decision-making models aimed at assisting managers in planning, operating, and controlling business functions in accounting context
- Topics include job costing, cost-volume analysis, budgeting, cash flows, performance evaluation/compensation, break-even analysis, and relevant costs

Corporate Financial Reporting, I and II

- Increased fluency and skill in the language of business accounting
- Focused on U.S. and international accounting concepts and methods that underlie financial statements and the related implications for interpreting financial accounting information

EXPERIENCE

Violet Peak, Boulder, CO

Spring 2023 - Present

Barista

- Directed other crew members and supported a safe and professional work environment for all employees
- Served food and beverages accurately and efficiently while following health procedures
- Managed register and deposit forms accurately and responsibly
- Coordinated scheduling for multiple baristas around complex class schedules

Target, Boulder, CO

Spring 2021 - Present

Team Member

- Trained 10+ new employees on store policies and job expectations
- Accurately stocked and maintained proper quantity of merchandise in the store and aided customers with questions relating to store policy or purchases
- Organized and directed teams of employees in projects relating to promotion and store organization

Starbucks, Parker, CO

Spring 2019 - Fall 2020

Barista

- Upheld company values of kindness and quality service in all customer interactions resulting in outstanding and consistent customer service
- Memorized over 200 specialty drinks and how to correctly modify drinks for customer preference
- Sustained a safe and clean work environment which adhered to both company and legal health and safety guidelines, as well as new policies for health and safety in the COVID-19 pandemic
- Tended the register and recorded customer orders in a drive-through location

LEADERSHIP AND ACTIVITIES

McNeill Academic Program, Boulder, CO

Summer 2020 - Present

Member

- Awarded an academic scholarship through McNeill for an outstanding GPA
- Championed a good academic standing and met program requirements
- Contributed to a multitude of different events focusing on community organization and diversity uplifting
- Recruited other students for the program and managed new student orientations

Distributive Education Clubs of America (DECA), Parker, CO

Fall 2019 - Summer 2020

Member

- Placed at every event senior year of high school and qualified for the national competition in the spring of 2020
- Experienced a variety of business opportunities that drove the selection of my current study program at the University of Colorado
- Engaged in event preparation and accomplished assignments on strict deadlines which prepared members for competition
- Learned business etiquette and maintained professional character at business professional events hosted for national members

INTERESTS

- Competitive swimming, literature, writing, music, and enjoying the beautiful outdoors.

OLIVIA KOZLOWSKI

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EDUCATION

University of Colorado Boulder - Leeds School of Business

Anticipated: December 2023

Bachelor of Science in Business Administration with a dual emphasis in Finance and Real Estate/ Certificate in Global Business

Leeds Excel Scholar, One Soul Leeds Scholar, Lesser Lead Business Scholar, CUREC Changing Faces of Real Estate Scholar

PROFESSIONAL EXPERIENCE

Leeds School of Business, Office of Diversity Affairs

Boulder, CO

Front Desk Receptionist

October 2020 - Present

- Offer administrative support by writing and distributing professional correspondence regarding academic and scholar programs
- Answer and direct phone calls to communicate desired information across multiple digital platforms and to reach various academic groups
- Cultivate a welcoming environment by engaging with Diverse Scholars and supporting incoming students when enrolling to the Leeds School of Business

Academic Tutor

July 2021 – December 2021

- Educated 10 + students on effective studying strategies and assessed assignments for accuracy and quality of work
- Worked with first year business students through individualized and collective instruction to reinforce and teach Microsoft Excel concepts
- Assessed students' comprehension of concepts weekly and customized my teaching approach to meet the needs of individual learning styles and saw weekly grade improvements

Residential Advisor – KeyBank Summer Bridge Program

July 2022

- Fostered the development of relationships among 58 scholars by encouraging involvement in weekly community building activities
- Managed administrative duties: maintained room conditions, followed resident safety procedures, documented inappropriate behaviors, and completed a CPR/ AED certification course
- Developed a positive living environment over the course of the three-week program by encouraging open communication and immediate conflict resolution, acting as a mentor for incoming students

Bad Daddy's Burger Bar

Broomfield, CO

Server and Bartender

March 2022- Present

- Oversee the accommodation of up to 30 tables per shift and ensure customer satisfaction 100% of the time by anticipating guests' needs
- Consistently adhere to quality expectations by accurately relaying menu information and correctly taking and preparing food and beverage orders
- Memorized 100 + food and alcoholic beverage menu items and efficiently operate POS systems to input orders and conduct financial transactions

Project Destined

Boulder, CO

Team NAIOP Internship

September 2022 – December 2022

- Engaged in 8 + hours of weekly training on real estate fundamentals, market research, deal financing, and building financial and property analysis skills
- Conducted extensive property research using CoStar, Yardi Matrix, and Crexi to gather detailed market, property, and financial data and prepare informational slide decks used in case presentations
- Collaborated with real estate professionals and interns on a weekly basis to prepare and present real estate opportunities in international case competitions evaluated by executives from various firms including Brookfield, Tishman Speyer, CBRE, etc

REMAX, Vesterra Investments

Denver, CO

Research Analyst Internship

September 2021- December 2021

- Participated in weekly consultations for future research projects through digital and in person meetings
- Communicated with my supervisor daily to relay relevant data reports for research projects regarding over 25 cities in the United States
- Independently conducted capital market and property market research through various databases to provide the most up to date data for the residential real estate industry

Chili's Grill and Bar

Aurora, CO

Server

May 2021 – August 2021

- Managed opening and closing duties while routinely maintaining a clean work environment and meeting health code standards
- Provided and maintained exceptional wait service while independently tending to upwards of 10 tables during high volume hours
- Used clear communication skills to relay accurate menu information and monthly promotional offers while taking and preparing food and beverage orders

EXTRACURRICULARS

- Leadership: Leeds Summer Bridge Excel Program, Excel Peer Tutor, Peer Mentor, Residential Advisor
- Representation Committee: Diverse Scholars Program, Multicultural Business Student Association, Real Estate Club
- Academic Participation: Faces of Israel Learning Fellowship, Faculty Mentoring Program, Peer Mentoring Program, CUREC NY Trek

SKILLS

- Language: English (Native), Polish (Native), Spanish (Literate)
- Technical: ARGUS, Microsoft Applications, Google Drive, Canva, Video Conferencing Systems, Verbal, and Written Communication
- Soft Skills: Effective Time Management, Leadership, Team Project Management, Problem Solving, Multitasking, Organizational Skills

Tatyana Korobchuk

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EDUCATION:

University of Colorado at Boulder - Leeds School of Business

August 2020-Present

B.S. in Business Administration with an Emphasis in Real Estate

Minor in Communication

Expected graduation May 2024

Relevant Coursework: Principles of Real Estate, Corporate Finance, Public Speaking

WORK EXPERIENCE:

OZO Coffee Company, Boulder, CO

March 2022-August 2022

Cafe Server

- Prepared 100+ specialty coffee and food orders in an effective manner on top of conducting transactions
- Delivered excellent customer service while building connections with local community members
- Displayed knowledge of coffee making process to customers through answering a wide variety of questions

Zamuel Ballet School, Colorado Springs, CO

August 2016-August 2021

Dance Instructor

- Instructed ballet and contemporary to ages 3-13 where progress was shown through classes and rehearsals daily
- Choreographed dance routines quarterly to which then were directed for stage performances
- Developed marketing skills by organizing parent meetings and open house events monthly

LEADERSHIP AND ACTIVITIES:

Diverse Scholars Program

August 2020-Present

- Mentor incoming freshman to better acclimate at CU through building social and professional relationships
- Enhance diversity in Leeds School of Business through community building events
- Network with companies centering on diversity and improving diverse populations within businesses

Delta Sigma Pi Business Fraternity

August 2020-Present

- Directed social chair on executive team with a focus on cultivating brotherhood relationships through event planning
- Proficient experience in hosting 10+ fundraising and community service events a semester
- Recruit top business students within Leeds School of Business through a rigorous interview process

First Generation Student

August 2020-Present

- Select scholarship which aids first generation students

Changing Face of Real Estate Scholar

August 2022-Present

- Select scholarship with focus in receiving additional skills and tools to reach success in the real estate industry
- Includes network training, Argus and Advanced Excel courses (Fall 2023), and real estate business treks

SKILLS AND INTERESTS:

Technical

- Experienced in Microsoft Word, Excel, and PowerPoint software
- Excellent communication, interpersonal, and public speaking skills
- Organized, patient, and flexible

Language:

- Fluent in Russian

Interests:

- Working with children
- Participating in inclusivity within school and work environments
- Event planning

John Doheny

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Barrington, IL

Education

University of Colorado Boulder, Leeds School of Business, Boulder, CO
Majors: Marketing & Real Estate

Expected Graduation: May 2024
Dean's List: 2021 | GPA: 3.15

Professional Experience

Member Markets LLC, Wheat Ridge, CO
Present *Founder and Director of Sales*

Sept. 2017 - March 2021 & Oct. 2022 -

- Assisted with redesigning a new digital marketplace for the company, working daily to build a new storefront for a more enhanced and authentic customer experience
- Researched and analyzed company sales to determine optimal product placement based on market data and reported findings to the sales team to maximize revenue-generating opportunities

Lake Barrington Shores Golf Club, Barrington, IL
Marketing Intern

June 2022- Aug 2022

- Developed promotional and marketing materials for multiple events consisting of over 100 customers
- Utilized marketing and sales tactics to optimize in-store sales
- Used an Operational CRM system in the proshop to manage all course activities

Leadership Experience

Sigma Nu Gamma Kappa Chapter, Boulder, CO
Pursuit of Excellence Chairman

Aug. 2021 - Present

- Led Vice Presidents and Directors towards collective chapter goals regarding Service and Philanthropy, Campus Leadership, Intellectual Development, and Alumni Relations
- Served as a liaison between the 166 members of the Gamma Kappa chapter, the University, our advisors, and the National Headquarters
- Created and implemented diversity, equity, and inclusion initiatives to improve chapter operations and uplift underrepresented communities

FatFro Zone Gym, Barrington, IL
Desk Manager and Corporate Trainer

Jan. 2020 - March. 2020

- Trained all new employees on organization systems, corporate policies, computer software, and scheduling
- Advised and maintained all customer appointments by developing a monthly schedule, displaying the ability to allocate time effectively

Project Experience

Leeds Communication Strategy Group, Boulder, CO

Aug. 2022 - Present

- Managed and led a team of 5 members through seven projects
- Presented comprehensive marketing strategy to Leeds leadership group resulting in further projects being awarded to the team

Community Outreach Organizer, Louisville, CO

Aug 2021 - Present

- Created a student organization focused on giving back to the surrounding communities by scheduling weekly volunteering opportunities with local organizations
- Over 7,000 hours of community service have been logged by the organization in the Fall semester of 2022

Skills and Interests

- Technical: Proficient in Excel, Word, and PowerPoint
- Interpersonal: Communication, Collaboration, Conflict management
- Interests: Real Estate, Sports Marketing, Technology, New experiences
- Fast learner and able to pick up new ideas quickly

Mariajose Baca

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EDUCATION

University of Colorado – Leeds School of Business

May 2025

Bachelor of Science in Business Administration with a double emphasis in Real Estate and Accounting
Minor in Sociology

- *Relevant Courses:* Math Analysis, Principles of Accounting, Principles of Finance

LEADERSHIP AND ACTIVITIES

Puksta Scholars, Boulder, CO

Fall 2022 - Present

Scholarship Program

- Create workshops to prepare underprivileged high school students to get ready for the application process of college
- Mentoring current CU students to help them succeed on campus, in the classroom and in their personal life as college students

Pi Lambda Chi Latina Sorority, Incorporated (PLC), Boulder, CO

Fall 2021 - Present

- Create content to share on PLC's social medias
- Attend chapter meetings every week, mandatory meetings, socials with other organizations and events with members of the Multicultural Greek Council
- Follow PLC's mission to preserve Latina/o culture across college campuses and creating a strong educational support network on college campuses

EXPERIENCE

Office of Pre-Collegiate Outreach and Engagement, Boulder, CO

Fall 2021 - Present

Peer Mentor Leader for High School Seniors

- Mentor first generation, diverse students throughout their senior year in high school to prepare them for the physical, academic, social and emotional transitions of college life
- Plan, organize, and execute six different Saturday Academies for students and their families, including college fairs, transitioning to college, FAFSA completion
- Advise students and their parents on the college application process including how to apply for scholarships, teaching about grants, loans and other financial support

Summer Peer Mentor Leader, Boulder, CO

4-week residential program for incoming CU Boulder Freshmen
2022

Summer 2022 - Fall

- Mentor for first-generation students transitioning to CU Boulder
- Utilize skills such as teamwork, communication and time management to provide academic enrichment for incoming freshmen as they transition to full-time CU Boulder students

Teacher Assistant Lead 1000, Boulder, CO

Summer 2022 - Fall 2022

- Responsible for leading the class two days a week
- Assisted college students with homework, class work, and presentations

SKILLS AND INTERESTS

- Bi literate: Written and Spoken English (Native) and Spanish (Native)
- Technical: Proficient in Excel, Microsoft and Canva
- Soft: CPR/AED/First Aid Certified

Lauren Dee

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EDUCATION

University of Colorado Boulder – Leeds School of Business

May 2024

Bachelor of Science in Business Administration with an emphasis in Real Estate

GPA 3.252 - Dean's List, Spring 2022

Relevant Coursework: Principles of Real Estate, Corporate Finance, Mathematical Analysis in Business

Front Range Community College Denver, CO

August 2020 – December 2021

Coursework toward B.S. in Business Administration

University of Colorado at Denver Denver, CO

August 2019 – May 2020

Coursework toward B.S. in Nursing

EXPERIENCE

1Lift Industrial Solutions, Erie, CO

August 2021-Present

Project Administrator

- Leading project management meetings and writing weekly reports for customers once a week.
- Utilizing Asana and Google Sheets to update and organize project information.
- Developing professional presentations via Google Docs to present to potential customers.

Miscellaneous, Erie, CO

2012-2021

Nanny

- Cared for children ranging in age of several months to early teens and was responsible for a variety of household tasks given by employer.
- Certified American Red Cross Babysitting Training

Kingsoopers Erie, CO

May 2020-February 2021

e-Commerce Clerk

- Meeting and exceeding customer and productivity expectations for variety, quality, and freshness of all items picked.
- Learning and adapting to new and improved processes for picking methods
- Led training new e-Commerce team members

CVS Pharmacy Boulder, CO

November 2019-August 2020

Pharmacy Technician

- Performed fulfilling prescriptions; providing customer service via phone; restocking drugs; and organizing back tags.
- Performed assistance at pick-up for patients in receiving the correct prescription, while utilizing two separate computer systems (including cash register).
- Managed drop-off to process refills, first-time fills and setting up the patient's profile; processing re-bills, as well as processing transfers.

LEADERSHIP

Calvary Bible Church, Erie, CO

June 2017-May 2019

Middle School Leader

- Led small group discussions with group of 8th grade girls and helped lead group activities with all middle school students in the youth group once a week
- Led a group of 8th grade girls on five summer camp trips

National Honor Society, Broomfield, CO

August 2017-May 2018

Member of Leadership Committee

- Initiated the organization outreach events for the community
- Planned projects to improve school

ADDITIONAL INFORMATION

- CU Boulder Real Estate Club
- Certified in Wilderness First Aid for Colorado
- Kickboxing (currently on Green Belt)
- Intramural Soccer

ISABELLA BUSNARDO

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EDUCATION

University of Colorado Boulder – Leeds School of Business

May 2024

Bachelor of Science in Business Administration with a dual emphasis in Marketing and Real Estate

Cumulative GPA 3.75 | Dean's List: All semesters

- **Relevant Courses:** Marketing Research & Analytics, Buyer Behavior, Principles of Real Estate, Product Strategy, Pricing & Channels of Distribution, Real Estate Finance, and Real Estate Economics

EXPERIENCE

Eaton Inspection Services, Evanston, WY

June 2021 – Present

Remote Data Entry Associate

- Take written reports from tank inspections and type into Microsoft Word and Excel
- Keep track of timecards for other members of the company once every week
- Interact with boss daily to check progress in current projects

TikTok, Remote

March 2020 – August 2021

Dance Tutorial Influencer

- Gained 162,000 followers on platform including children and adults
- Executed 5 brand deals with prestigious companies such as Amazon and Revive Superfoods
- Became a role model and mentor for ages 13+ during live streams

Busnardo Cleaning Services, Wheat Ridge, CO

January 2012 – August 2021

Janitor

- Completed janitorial services for 2 dentist offices including trash, vacuuming, mopping, and cleaning counters and toilets
- Analyzed work of another to make sure 2 offices were spotless
- Ensured security systems were always on before leaving 2 offices

United States District Court, District of CO

August 2019 – September 2019

Intern

- Communicated with judges and attorneys to learn about 2 different court cases
- Filled out paperwork regarding 3 different court cases in a month

It's All Goods, Inc., Broomfield, CO

July 2019 – August 2019

Intern

- Created 2 advertisements for Sunny Sky Products and Kraft Heinz
- Analyzed distribution channels between manufacturers and distributors

McDivitt Law Firm, Denver, CO

July 2018 – September 2019

Job Shadow

- Shadowed 2 cases regarding personal injury accidents
- Communicated with attorneys, mediators, and clients to learn what goes on in 2 mediations

LEADERSHIP/ACTIVITIES

Women in Business Club

August 2022 – Present

Member

- Designed to provide women the opportunity to network and further gender equality
- Attend panels, networking events, and workshops

SKILLS, CERTIFICATES, AND INTERESTS

-
- Technical: Certifications in Microsoft Excel, Word, and PowerPoint, and 90-100 WPM typing speed
 - Professional Interests: Problem solving, communication, and public speaking
 - Other Personal Interests: Drawing, painting, and content creation

ARMAAN KHOSA

Boulder, CO | armaankhosa12@gmail.com | 408-466-6886 | <https://www.linkedin.com/in/armaan-khosa-6487b3244/>

EDUCATION

University of Colorado Boulder – Leeds School of Business Expected Graduation May 2024
Bachelor of Science in Business Administration with a dual emphasis in Finance and Real Estate

- **Relevant Courses:** Math Analysis in Business, Corporate Financial Reporting 1, Investment and Portfolio Management, Corporate Finance, Principles of Real Estate
- **Pillars of Wall Street/Training the Street:** Rigorous financial modeling and valuation seminar that included DCF, LBO, M&A, and Financial Statement Excel modeling

Academic Projects:

- **BASE – Noodles and Company:** Designed a new entrée to implement in to Noodles and Co menu through extensive research about the works of the company. We determined if the entrée qualities were operationally feasible, fit with the brand image, and reached the target market

EXPERIENCE

GES.AI March 2020 – July 2020
LinkedIn Marketer

- Conducted market research on LinkedIn and facilitated cold calls with over 500 prospective customers to connect buyers with firm-provided security services and personnel
- Met with potential clients via Zoom and Google Meets to persuade the buyer that GES.AI is the right fit for them

Mainland Skate & Surf July 2019 – April 2020
Sales Associate & Cashier

- Worked closely alongside management to implement new ways to attract potential customers, which consisted of promotions, sales, and social media marketing
- Effectively handled rush hours by facilitating co-workers into positions to interact with customers, while operating cash flow in and out of the register

Oakridge Century Theaters April 2019 – March 2020
Box Office Sales

- Executed daily operations of ticket sales & exchanges, along with handling customer complaints

LEADERSHIP AND AFFILIATIONS

Real Estate Club, Boulder, CO August 2022 - Present
Member

- Attend weekly meetings with speakers from across the country to gain insight on the background and potential careers included within real estate

Sigma Nu, Boulder, CO April 2020 - Present
Collegiate Member

- Active member, participate in weekly chapter meetings and philanthropic events

Tribal Wisdom Academy, San Jose, CA June 2022 – July 2022
Camp Counselor

- Responsible for planning, organizing, leading, and implementing programs for young children in a large group setting of approximately 15 children
- Identify and appropriately respond to campers' behavioral issues through encouragement and enforcement of safety guidelines associated with camp

SKILLS AND INTERESTS

-
- **Skills:** Excel, Word, PowerPoint, Slides, Google Drive, Problem Solving, Team Building, Leadership
 - **Languages:** Punjabi, Conversational Spanish

Courtney Hank

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EDUCATION

University of Colorado at Boulder

Expected May 2025

Leeds School of Business

Green Mountain High School

May 2021

High School Diploma

GPA: 3.9 unweighted, 4.2 weighted

Pathways Completed: International Relations, Health & Humanity, STEM/Energy, Earth & Environment

Relevant Courses: GM Gear and Printing, AP World History, AP Language and Composition, AP U.S.

History, Honors Biology, Honors Geography, Honors U.S. Government

Activities: Varsity Basketball (4 years, 2 years captain), Varsity Lacrosse (2 years), Softball (1 year)

Relevant Skills: Microsoft Excel, Salesforce

PROFESSIONAL EXPERIENCE

American Campus Communities

March 2022 -- Present

Community Assistant

Boulder, CO

- Fostered relationships with residents 18-23 to create a hospitable environment to increase renewals
- Provided 24-hour aid to residents while being on-call to ensure resident satisfaction and safety
- Leveraged social media advertising to increase awareness of property and to enhance community
- Facilitated property tours to increase velocity resulting in 100% occupancy at above market rates for 2022-2023
- Repaired minor maintenance problems to promptly assist resident and increase customer service

KinderCare Education

June 2021 – August 2021

Assistant Teacher

Lakewood, CO

- Aided in the development of children ages 0-6 years old through educational activities to supplement summer education
- Maintained classroom order (10-25 children) through strategic routine, creative management styles and took disciplinary action when necessary
- Developed partnerships with parents through daily communication to ensure continued development and coordinating logistics
- Created meaningful relationships with coworkers ages 35-60 to foster a community and improve company culture

Tony Rigatoni's

May 2019 – September 2019

Hostess and Busser

Morrison, CO

- Coordinated catering events for guest 20-200 people to increase profits of restaurant while creating new streams of revenue
- Greeted and sat guest while ensuring positive customer experience to create repeat business/customers
- Managed reservations of all party sizes, up to 30 people, during peak busy hours, including during special events

ABBY JOHNSON

Boulder, CO | 720-557-4151 | abby.johnson@colorado.edu | www.linkedin.com/in/abbyjohnson337

EDUCATION:

University of Colorado Boulder - Leeds School of Business

Expected May 2024

B.S. in Business Administration with a dual Emphasis in Marketing and Real Estate

Boulder, CO

- **Cumulative GPA 3.49**
- *Relevant Coursework:* Marketing Research and Analytics, Buyer Behavior, Product Strategy, Principles of Real Estate, Real Estate Finance and Investment Analysis, Real Estate Economics, Communication Strategy

Arapahoe Community College

August 2018 to December 2018

- Coursework toward B.S. in Business Administration

Castle Rock, CO

WORK EXPERIENCE:

Monk & Mongoose Coffee Company

May 2021 to August 2022 (Summers & Breaks)

Barista

Lone Tree, CO

- Provided exceptional customer service, and prepared a variety of foods and beverages
- Assisted customers and handled their concerns while working in a fast-paced environment
- Suggested and promoted new menu items to patrons

Black Rock Coffee Bar

February 2020 to August 2020

Barista

Castle Rock, CO

- Collaborated with a large team and assisted in training new baristas
- Developed knowledge of over 30 recipes
- Served quality coffee, tea, and specialty beverages in a quick and efficient manner

Robinson & Henry, Attorneys at Law

January 2019 to May 2019

Intern

Castle Rock, CO

- Performed administrative work for attorneys and assistants in a highly sensitive environment
- Always exhibited a positive attitude, and developed skills necessary to thrive in a dynamic professional environment
- Scanned files and uploaded relevant information from previous closed cases into Salesforce system

Rockyard Brewing Company

October 2018 to March 2019

Host

Castle Rock, CO

- Managed seating charts and organized incoming reservations
- Enthusiastically greeted guests, welcomed them into the restaurant, and showed them to their table

LEADERSHIP AND ACTIVITIES:

Alpha Phi Sorority

November 2021 to May 2022

Panhellenic Delegate

Boulder, CO

- Informed members of panhellenic events on campus and encouraged participation
- Collaborated with Alpha Phi and CU Boulder Panhellenic Executive Boards
- Hosted and attended monthly meetings regarding Greek involvement throughout the Boulder community

Active Member

August 2020 to Present

- Attend chapter meetings, philanthropies, and sisterhood and community service events
- Participate in fundraising events, generating \$55k+ for the Alpha Phi Foundation supporting women's heart health
- Engage in formal recruitment and continuous open bidding (COB) process to build and maintain a strong sisterhood as well as fulfill chapter needs

SKILLS AND INTERESTS:

- **Technical:** Proficient in Microsoft Office (Excel, Word, PowerPoint), Google Workspace (Sheets, Docs, Slides), Salesforce
- **Social Media:** Facebook, Instagram, Snapchat, Twitter, TikTok
- **Interests:** Country Music, Concerts, Animals

Spencer Halstead

Boulder, CO • spencerhalstead24@gmail.com • 720-470-0229

EDUCATION

University of Colorado Boulder – Leeds School of Business Boulder, CO (Fall 2020 - Spring 2024)

Bachelor of Science in Business Administration with an emphasis in Real Estate and Finance

2.80 GPA

- **Relevant Courses:** Introduction to Real Estate, Corporate Finance, Investment and Portfolio Finance, Corporate Financial Reporting, Real Estate Finance

Other Colleges/Universities, Arapahoe Community College Littleton, Colorado (Fall 2018 - Spring 2019)

Courses Included: Math 121 Calculus, Math 122 Trigonometry, Introduction to Marketing

HONORS AND AWARDS

- DECA State Qualifier (Fall 2018)
- High School High Honor Roll (Fall 2018 - Spring 2019)
- Alpha Sigma Phi 62nd Grand Chapter Delegate Representative for Pi Chapter (Summer 2022)

EXPERIENCE

Wahoos Fish Tacos Highlands Ranch, CO (Spring 2017 - Summer 2020); Boulder, CO (Summer 2021)

Front of the House Employee

- **Duties Include:** Cashier: Taking in-person, call-in, and online orders. Server: Delivering food to tables and for to-go patrons. Expo: Preparing all necessities including sauces and silverware. Closing/Opening: Cleaning dining room, cleaning and preparing dishes.
- I learned many professional skills during my time here, such as: time management, working in a fast paced environment, juggling tasks, patience, and communication skills.

Sprouts Farmers Market Boulder, CO (Winter 2020 - Summer 2021)

Department Assistant Manager

- **Duties Include:** Shopped and delivered online orders, stocked shelves, cashier, food packaging, closing/opening, assigning daily duties
- Some of the things I learned from this include taking stock inventory, balancing multiple positions, handling difficult customers, and learning how to operate a grocery store.

Halstead & Associates Property Management Vail, CO (Winter 2021-Summer 2022)

Intern

- **Duties include:** Filing documents, property walkthroughs/check ins, maintenance repairs.
- Working in my Dad's company helped me learn many things due to the large variety of tasks that accompany working in a small business. Often times I was juggling with many different areas of information.

Undergraduate Interfraternity Council at the University of Colorado Boulder Boulder, CO (Winter 2022 - Winter 2023)

Chief Justice

- **Duties Include:** Part of the first and only undergraduate operated Fraternity organization in the country. My job on the executive board oversees all operations of the 21 non-school affiliated Fraternities in the CU Boulder community. Some duties that this specific position requires includes oversight of social gatherings, implementing and organizing safety guidelines for individual chapters. The main responsibilities of this position are to (1) serve as moderator at Judicial Board hearings, including making procedural rulings, (2) to write Judicial Board decisions, (3) to approve Judicial Board Minutes, and (4) to represent the Board at judicial appeals before the IFC.
- This position has taught me a lot about what it is like to hold other facets of an organization accountable for mistakes that are being made on a professional level. Along with knowledge about what it is like to help operate and manage an organization at a high level.

SKILLS

- Proficient in all Microsoft Office applications such as Excel, and Powerpoint.
- Experience working in a fast paced environment, working under extreme stress, balancing multiple job expectations, working multiple positions.
- Languages: Conversational in Spanish.

LEADERSHIP

Alpha Sigma Phi Fraternity - Pi Chapter

VP of Membership Enrichment

(Fall 2022)

- Mentor and director to associate members of the fraternity. Duties include: Coordinating and facilitating and weekly meetings, teaching fraternity values, history, and tradition.
- Advocate for emotional well being of associate members, as well as a resource for development of life skills.
- Held a position on the executive board that makes decisions and rules that positively benefit our Chapter.

Committee Member

(Fall 2021-Ongoing)

- Key contributor to the Brotherhood Development and Social Committees that help oversee, analyze and plan social events within the brotherhood.

62nd Grand Chapter Delegate

(Summer 2022)

- Was 1 of 2 representatives of my chapter at the bi-annual Alpha Sigma Phi Grand Chapter conference.
- Voted and delegated on national fraternity business, and represented my chapter on a large scale.

ADDITIONAL INFORMATION

- I was a part of a two month long community service project that helped feed the homeless. We helped move food out of a warehouse and helped organize bundles of perishable food that is delivered to the underprivileged.
- Sports: Basketball, baseball, and football during my freshman and sophomore years of high school.
- Hobbies & Interests: Guitar, Skiing, Fishing

Jonah Duran

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EDUCATION

University of Colorado Boulder – Leeds School of Business *September 2022* Bachelor of Science in Business Administration with a dual emphasis in Real Estate and Finance

Cumulative GPA: 3.76

- **Relevant Courses:** Math in Business, Communication Strategy, Micro and Macro Economics.
- **Member of the CU Real Estate Club**

Rocky Mountain High School *May 2021* Adj GPA: 4.36

Class rank: 9/495

- Four-Year Honor Athlete.
- Admitted Colleges: UC Berkley, Colorado College, California Polytechnic State University, UC Irvine.

Front Range Community College:

College coursework completed during high school. Spring 2019 - Spring 2020

- Transfer coursework completed in Finance.

EXPERIENCE

Splash Pool Services, Fort Collins, Colorado *May 2018 - Aug 2021* Head Lifeguard

- Responsibilities: CPR proficiency and active certification, Red Cross certification, greeting patrons, managing the staff, facility upkeep, chemical management.
- Experience: Critical thinking, calm response to crisis, service skills, management, dealing with angry patrons.

Splash Pool Services, Fort Collins, Colorado *August 2020* Swim Instructor

- Responsibilities: teaching swim lessons to kids ages 4-7, creating engaging and comprehensive lesson plans, proficiency in CPR and lifeguarding skills, and incorporating parents' wishes into lesson plans.
- Experience gained: Planning, time management, creating lessons, and patience.

University of Colorado Dining Services Office, Boulder, Colorado *January 2022 - present* Front Desk Receptionist

- Responsibilities: taking phone calls, issuing meal cards, spreadsheet management, and answering questions about campus dining services.
- Experience gained: Customer service, organizational skills, teamwork.

Shopify eCommerce Store: "Freefigure" *May - August 2022* Store founder and manager

- Responsibilities: product research, website creation, website maintenance/management, creating social media presence, integrating third party apps, fulfilling orders, creating and running Facebook/TikTok ads.
- Experience gained: SEO optimization, website design, website promotion, Facebook advertisements, product research, social media management, advertisement production, and social trends research.

LEADERSHIP

Rocky Mountain High School Swim Team, Fort Collins, Colorado *March 2020* Captain

- Motivated teammates, ran workouts, and led the team to finishing third in the state.

Blevins Middle School Debate Team, Fort Collins, Colorado. *November 2017-2019* Assistant Debate Coach

- Worked with over 30 students on the debate team and coached their debate skills, writing, and public speaking.

SKILLS

- Excellent organization and time management.
- Tech-savvy and quick learner.
- Proficiency in Excel and data analysis.
- Financial management, investing, and crypto knowledge.
- Statistics, Algebra, Calculus.

EDUCATION

University of Colorado Boulder – Leeds School of Business

Boulder, CO

Undergraduate Student Entering Junior Year Studying Real Estate and Finance

Class of 2025

- Cumulative GPA: 3.5
- Relevant Coursework: Development of Commercial Real Estate, Financial Statement Analysis, Property Appraisal, Investments, Investment Valuation, Financial Management, Intermediate Economics, International Finance, Big Data Extrapolation, Personal Financial Management, Math Analysis in Business, Macroeconomics and Microeconomics, Principles of Accounting, Information Management and Analysis, Development of Commercial Real Estate
- In Principles of Real Estate, I learned about the intangible and tangible rights surrounding property in the US.
- I learned how to transfer property through the use of deeds and other instruments of conveyance.
- Palmer Scholarship Recipient – *Cherry Hills Country Club* – I was selected for the Palmer Scholarship for my exceptional caddie skills as well as maintaining a minimum 3.5 GPA in high school.

Mountain Vista High School

Highlands Ranch, CO

August 2017 – May 2021

- 4.1 overall GPA and an unweighted 3.9
- Outstanding Colorado High School Student Award – I was awarded this scholarship for writing the winning essay in a statewide competition.
- CU Esteemed Scholars Reward – I was recognized as one of CU Boulder's students with exceptional academic potential during my freshman year.

WORK EXPERIENCE

Red Bull Energy Drink Company

Boulder, CO

University-Focused Student Marketeer

February 2023 – Present

- Responsible for creative guerilla marketing tactics on and off CU campus
- Sample Red Bull flavors at sponsored events such as X Games and Burton Freestyle Events
- Increase Red Bull awareness through cold call sales to on premise sites

CU Boulder Freeride Ski and Snowboard Club

Boulder, CO

Board of Directors – Finance Director

October 2022 – Present

- Plan, organize, and facilitate all events put on by Boulder Freeride
- Monitor and grow club membership fees to forecast budget for events
- Work with ski industry sponsors to fund and create memorable events

Cherry Hills Country Club

Englewood, CO

Honor Caddie

April 2018 – August 2022

- Effectively and efficiently facilitated caddie-member relationships on and off the course
- Fostered close relationships with Denver industry leaders in commercial and mixed-use real estate
- Promoted to honor caddie due to exemplary customer service skills and thorough course knowledge

Golf Galaxy

Englewood, CO

Cashier

February 2017 – August 2019

- Solved complex one-on-one customer service issues in person and virtual

ADDITIONAL SKILLS & INTERESTS

- Basic reading and comprehension of financial documents
- Excel and Microsoft Office Proficiency
- Highly adaptable to change in fast paced environments
- Real Estate Club, Backcountry Skiing Club
- Golf, Skiing, Biking, Hiking, Community Development

Tyler Jennings

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EDUCATION

University of Colorado Boulder – Leeds School of Business

August 2021- Present

Currently pursuing a Bachelor of Science in Business Administration with a double Emphasis in Finance and Real Estate. As well as, a Master's Degree in Finance

Certificate in Business of Sports

Cumulative GPA – 3.93

- **Relevant Business Courses:** Social Media for Business, Marketing Leadership, Business Leadership, Statistics, Finance, Math Analysis in Business, Microeconomics, Macroeconomics, Principle of Financial Management, Operations Management, Info Management and Analytics, Principles of Accounting I, Business Law, Business Ethics and Social Responsibility, Fundamentals of Financial Analysis

HONORS AND AWARDS

- Spring 2023 Sigma Nu Scholarship Award Recipient (Highest GPA in Chapter)
- 2021-23 Academic Dean's List Honoree
- Dean's Leadership Fellows Program Member
- CU Leeds Honors Program Member
- 2021 Lobo Boy Award Winner (Given to one male student who excels in the classroom and on the field)
- DECA Vice President and 2021 Outstanding DECA Leader Award Winner
- 2020 First Place DECA District Competition (Sports and Entertainment)
- 2021 First Place FBLA District Competition (Sports and Entertainment)
- Wynne Erickson Award Winner (Given to a player in the basketball program who demonstrates elite leadership)

WORK EXPERIENCE

TJ's Odd Jobs, Multiple Locations

June 2018-Present

Founder/Owner

- Founded and operated a company servicing disposition of furniture goods and miscellaneous services including landscaping, junk removal, and business-specific individual jobs, etc.
- Grossed net sales of over \$40,000 in 24 months and established relationships with businesses to facilitate continued sales growth
- Marketed business services through social media and word-of-mouth referrals
- Worked with customers to establish sales plans and determine work contracts

NOCO Roofing, Ft. Collins, CO

June 2020-Present

Assistant Project Manager

- Assisted in the property management and capital expenditure service related to roof installation, gutter cleaning, and continued maintenance
- Shadowed and assisted with business accounting and financial operations
- Maintained relationships with homeowners to establish individual needs and facilitate long-term relationship management

LEADERSHIP

Rocky Mountain High School Varsity Football and Basketball Team, Ft. Collins, CO

Fall 2016-Fall 2020

Team Captain

- Senior team captain for both football and basketball
- 1st Team All-Conference in Football; Led football team to 2nd in the conference

Young Men's Service League Ft. Collins, CO

Fall 2017-Spring 2021

Committee group member

- Completed over 100 hours of community service alongside other mother/son tandems across the Front Range
- Worked with numerous organizations including Catholic Charities, Realities for Children, and Larimer County Food Bank
- Raised money and holiday gifts for single mothers in need through Realities for Children
- Served over 500 people at the Catholic Charity meal events

NOTABLE MEMBERSHIPS

- First-Year Global Experience Traveler (Athens, Greece)
- Philanthropy Chair Sigma Nu
- Real Estate Club Member

Kacey Johnson

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EDUCATION

University of Colorado Boulder – Leeds School of Business..... Graduation: May 2024
Bachelor of Science in Business Administration with an emphasis in Real Estate and Finance
Cumulative GPA: 3.66

- **Relevant Courses:**
 - Corporate Finance, Real Estate Finance and Investment Analysis, and Communication Strategy

WORK EXPERIENCE

University of Colorado Boulder – Leeds School of Business..... January 2023 to Present
Teaching Assistant

- Support faculty member by helping setup online course materials as well as keep up with overall maintenance of canvas page, review rubrics to grade assignments for 150 students, and enter grades to gradebook

Flagstaff House, Boulder, Colorado..... March 2021 to Present
Server

- Obtain extensive knowledge about menu in order to inform guests, accommodate dietary needs, and sell premium items
- Work collaboratively with colleagues to carefully craft guests' entire dining experience
- Uphold restaurant standards of excellence to create memorable experiences and receive awards
- Anticipate guest needs by utilizing extreme attention to detail to deliver personalized and professional service
- Assist in hosting large events and coordinate simultaneous service for over 100 guests

Hostess

- Answer 5-20 phone calls per hour to assist guests making reservations as well as communicate information about the restaurant
- Greet 50-250 incoming guests nightly and accommodate their needs and requests

NoNo's Cafe, Highlands Ranch, Colorado..... June 2020 to August 2020
Server Assistant

- Duties included bussing and cleaning tables, expediting and running food to tables, and assisting the kitchen staff
- Took lead of training 4 new employees

WindCrest-Erickson Living, Highlands Ranch, Colorado..... March 2017 to August 2020
Dining Services

- Carried out many responsibilities including taking and placing orders in a POS system, bussing and resetting tables, running food and assisting the kitchen
- Took lead of executing special events for 10-150 residents including themed dinners, religious events, and celebrations
- Worked in a team setting to ensure smooth service for 200-300 residents per night

LEADERSHIP

Leeds First Year Global Experience (FGX), Boulder, Colorado..... January 2023 to Present
Assistant Program Leader

- Assist Leeds staff in preparing 42 students for a weeklong trip in Rome, Italy (May 2023) by encouraging students to engage in the academic, social, and professional components of the program
- Ensure class focus on developing cultural awareness in order to engage appropriately with business professionals in Rome

WindCrest-Erickson Living, Highlands Ranch, Colorado..... August 2018 to August 2020
Peer Trainer

- Trained 15 new student employees to do multiple tasks including waiting tables, assisting the kitchen, and providing careful service for the residents
- Helped manage large events and delegated tasks for nightly opening and closing side work

HONORS AND AWARDS

CU Esteemed Scholars-Hale..... Fall 2020 to Spring 2023

- Offered to a select group of new Colorado resident first-year students based on the strength of their admissions application

Kingdom Family Endowed Scholarship..... Fall 2020 to Spring 2023

- Awarded to a student studying in the Leeds School of Business who demonstrates academic merit and from the State of Colorado

SKILLS AND ADDITIONAL INFORMATION

- Proficient with Microsoft Excel, Word, and PowerPoint
- National Honor Society member 2018-2020
- Varsity level Cross Country and Track & Field all four years of high school

WILSON PACKARD

1603 Arapahoe Ave | Boulder, CO | 80302 • wilsonpackard@icloud.com • (817) 564-8764 • www.linkedin.com/in/wpackard

WORK EXPERIENCE

24 Hour Fitness, Boulder, CO 2022 - Present *Sales Expert*

- Leading 24 Hour Fitness Sales Experts within the state of Colorado in sales revenue per month.
- Providing an outstanding and well-rounded sales and service experience to all guests and members by ensuring a welcoming, informative, and inclusive experience when they visit.
- Helping to inspire and take the right next steps in pursuing their fitness goals within the 24 Hour community.

Southlake Recreation Center, Southlake, Tx 2019 - 2020 *Weight Room/Front Office Attendant*

- Provided and monitored customer focused programs and facility operations for the Recreation Division. ▪ Led exceptional guest services, acknowledged all guests upon arrival, interacting with citizens, volunteers, City officials, employees and general public. Other duties included providing general support to the Recreation Division.

Feed Store Barbeque, Southlake, Tx 2015 - 2018 *Wait Staff*

- Greeted customers in the lounge, offering drinks and food as requested, receiving a 5-star rating for services. ▪ Coordinated with supervising manager, managing supply orders, and overseeing repairs, maintenance, and daily cleaning.

EDUCATION

University of Colorado Boulder - Leeds School of Business Expected May 2024 Expected Bachelor of Science in Business Administration with an emphasis in Real Estate

- GPA: 3.2

VanEd Online Real Estate School

Completed a total of 168 hours, acquiring the *Advantage 168-HR Colorado Pre-Licensing Package (Rec-33)*

Southlake Carroll High School, Southlake 2016 - 2020 ▪ GPA: 4.0

Texas Academic All-State Team Recipient 2019 - 2020 ▪ Recognizing high school athletes excelling in following categories: GPA, class rank and ACT/SAT score.

VOLUNTEER / LEADERSHIP

- ***Sigma Chi Assistant Magister*** – Educating new members on Sigma Chi's fraternity history, core values, and conduct. (2021 - 2022)
- ***Sigma Chi Scholarship Chairman*** – Implementing educational plans to promote scholastic achievement within the chapter, inform on university resources, and host seminars within the institution. (2022 – Present)
- ***Young Men's Service League and Students and Athletes Serving Others*** – Community organizations connecting students and mothers through service events supporting larger non-profit organizations, while developing personal growth through advanced education, totaling over 100 plus hours of community service. (2016 - 2020)
- ***President for YMSL*** – Overseeing community service operations and events, hosting meetings, and recruiting new members. (2016 - 2017)
- ***Strategic Planning Committee Director (YMSL)*** – Planning events, overseeing members and schedules, and organizing events. (2017 - 2018)
- ***Leadership Committee (YMSL)*** – Carrying out duties of preparing weekly presentations on characteristics of good leaders, and performing skits visualizing leadership traits in real life experiences. (2018 - 2019)

AFFILIATIONS

- Founding Member of Sigma Chi Beta Mu Chapter 2021 - Present ▪ NHS (National Honor Society of High School Scholars) 2018 - 2020 ▪ Southlake Carroll Football, Track & Field (JV/Varsity) 2016 - 2020 ▪ YMSL (Young Men's Service League 2016 - 2020 ▪ SASO (Student Athletes Serving Others) 2015 - 2016

PERSONAL HOBBIES / SKILLS

- MS Office, Word, PowerPoint, Excel
- Interests: Weight Lifting, Hiking, Cycling, Running ▪ English (Native)

UNDERGRADUATES

Seeking Full-Time Employment



Benjamin Winchell

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<https://www.linkedin.com/in/ben-winchell-420411261/>
| bwinchell.kw.com |

EDUCATION:

University of Colorado at Boulder, Leeds School of Business

Expected December 2023

B.S in Business Administration with a dual Emphasis in Real Estate and Marketing

Boulder, CO

- **GPA 3.2**
- Admitted to Leeds as a transfer student in 2021
- Planned to graduate early with a dual emphasis degree
- Concurrently licensed as a Colorado Real Estate Broker

Regis University, Anderson College of Business

2020-2021

B.S. in Business Administration with an emphasis in management

Denver, CO

- **GPA 3.6**
- Transferred to CU Boulder after one year to pursue greater opportunities and a more focused degree program

Northfield High School

2020 *Denver, CO*

- **GPA 4.6**
- Graduated cum laude with a full year of college credit
- Dual sport varsity athlete and captain, VP of Future Business Leaders of America

WORK EXPERIENCE:

Keller Williams Downtown LLC

2023 to present

Realtor

Denver, CO

- Passed Colorado Brokerage Exam Dec 2022, received license in Jan 2023
- Enrolled in coaching program, among highest rated firms in CO
- Gaining great experience with time management, punctuality, and flexibility

Chick Fil A Quebec St.

2021-2023

Delivery Driver

Denver, CO

- Fulfilled orders in a timely fashion via company transportation and insurance
- Communicated effectively between customers and other employees using an application
- Various physical tasks including climbing, lifting, and occasional car maintenance

Misaki Stanley

2019-2021

Host

Denver, CO

- Communicating and interacting with customers efficiently and respectfully
- Maintained reputation and values of a family-owned restaurant
- Delegating restaurant tasks amongst employees to optimize cook and wait times
- Cooking, cleaning, serving drinks; handling deliveries, logistics, financial documents; other managerial duties

Bladium Denver

2019-2019

Child Development Coach

Denver, CO

- Taught teamwork and other developmental skills to children aged 1-12 through soccer and physical activity
- Demonstrated communication with children and parents with enthusiasm and maturity
- Developed lesson plans and strategized with peers on how to combat insubordination and improve efficiency

SKILLS

- Communicating clearly with clients and teammates
- Providing useful feedback to improve operations efficiency
- Representing a brand reputation with respect
- Collaborating with others to tackle difficult tasks
- Upholding personal and company standards.
- Providing the newest and best services in the industry

AIDAN MARTINEZ

310-750-7944 | aidan.martinez-1@colorado.edu | www.linkedin.com/in/AidanMartinez1

EDUCATION

University of Colorado Boulder – Leeds School of Business

Expected Graduation May 2023

Bachelor of Science in Business Administration with a dual emphasis in Finance and Real Estate

- *Relevant Courses:* Investment and Portfolio Management, Real Estate Finance and Investment Analysis, Micro/Macroeconomics, Corporate Finance, Real Estate Technology, Financial Analysis, Corporate Financial Reporting

EXPERIENCE

Charles Schwab, Denver, CO || Investor Services Intern (CS&S)

Summer 2022

- Successfully passed Securities Industry Essentials (SIE) Exam following 125 hours of study (simultaneously with internship)
- Delivered positive and efficient account support to existing clients through Client Central and Service Desktop
- Volunteered with Denver Boys and Girls Club to teach importance of financial literacy and budgeting
- 2022 Charles Schwab Business Challenge; created and presented solution for a relevant business problem, which was delivered to executive board and department managers
- Networked with 35 departments/professionals to further understanding of the financial services industry and career paths

Bristol Farms, Rolling Hills Estates, CA || *Produce Supervisor*

2020 - 2021

- Worked autonomously to complete tasks and projects during work hours, held accountable for all responsibilities of the department such as accounting for inventory, while managing project decisions to increase sales 20% first 2 months working
- Fulfilled customer satisfaction by acting as point resource with survey data showing 100% satisfaction rate
- Maintained product, unloaded product, and sold product within regulation guidelines (approx. \$2k to \$10k per day)

Subway Franchise Development, Los Angeles, CA || *Management and Financial Valuation Internship*

2017 - 2019

- Expressed financial expertise and effective communication for franchise president by collaborating with organizations, Subway management, and employees to establish company direction and goals
- Acted as a financial and strategic planning resource to deliver insights, support business decision making, and competitive analyses related to the franchise for Subway executives and employees
- Worked as a direct consultant with franchise management covering 8 restaurant locations throughout internship
- Learned key processes from franchise president, shadowing over 10 hours a week involved in daily discussions for franchise decisions demonstrating professionalism with high-profile individuals

Baskin-Robbins, Rolling Hills Estates, CA || *Assistant Manager*

2016 - 2017

- Created job listings, and served as the hiring manager conducting interviews for 50+ employees
- Provided initial training to employees, and implemented an ongoing training regimen
- Mentored and trained new team members on core business processes, product knowledge, and policies; monitored work progress through weekly reporting to reduce training costs and onboarding time by 2 weeks
- Set up flexible weekly schedules for 30 employees each month
- Achieved yearly sales target within nine months, and improved cross selling and upselling performance

LEADERSHIP

Associated Student Body, Rolling Hills Estates, CA || *Commissioner of Spirit*

2018 - 2019

- Directed and engaged in 5, 1hr meetings per week to present plans for events such as pep rallies, spirit weeks, or competitive activities on campus, coordinating under a specific budget for each event
- Engaged in performances to build school morale with audiences of 1,000+ students; developed significant presentation skills
- Communicated goals to 50+ members to ensure understanding of mutual objectives as well as roles in achieving these objectives; instilled cohesive team compatibility skills and emotional intelligence

Los Compadres Red, Palos Verdes Estates, CA || *Vice President*

2015 - 2019

- Engaged in various volunteer contributions (acted as counselor at a Boys and Girls Club, designed breast cancer walk fundraiser that raised over \$70k, and planted garden for local elementary school)
- Controlled, led, and held accountable a group of 30 individuals' activities to strengthen community standards

SKILLS AND INTERESTS

- Excel, Outlook, comparative analysis, pivot tables, macros, link to databases, portfolio management and valuation
- Languages: English, Spanish
- Interests: Beta Alpha Psi (BAP), TD Ameritrade Stock Club, Sigma Pi Zeta Delta, Surfing, Snowboarding, Lifting

NOTABLE PROJECTS

JP Morgan Markets and Sales Experience

- Analyzed volatility of different asset classes during various macroeconomic events; conveyed substantial trade execution and post-trade cycle to JP Morgan managers and research presented to high net worth clients

KPMG Data Analytics Consulting Remote Internship

- Experienced real company processes at KPMG by analyzing technical excel data in order to visualize results in a presentation to clients and managers; researched company cases and learned Power BI software to apply in relevant data model building

Braden Alpert Berlin

303.803.2422 | bradyberlin123@gmail.com

EDUCATION

University of Colorado at Boulder – Leeds School of Business

May 2023

B.S. in Business Administration with Dual Emphasis in Real Estate & Finance

Real Estate GPA: 3.78 | Finance GPA: 3.60

WORK EXPERIENCE

Shea Properties – Denver, CO

June 2022 – August 2022

Commercial & Multifamily Development Intern

- Analyzed several multifamily, industrial, and commercial pro formas
- Compiled market and submarket data for a redevelopment project
- Utilized excel modeling skills to analyze current market information for mixed use spaces
- Presented development recommendations to branch executives

D.A. Davidson – Denver, CO

June 2021 – August 2021

Debt Capital Markets Intern

- Researched and analyzed the issuance of bonds within Denver Metro District to gain knowledge of municipal bond functionality
- Reviewed final closing and offering memorandums to understand deals from inception to execution
- Compiled a list of potential investors for a \$31 million municipal bond issuance deal

Situs Real Estate – Denver, CO

June 2021 – August 2021

Acquisition & Development Intern

- Introduced to underwriting a pro forma in the acquisition period
- Created an accountability chart to organize workflow and increase efficiency
- Researched the multifamily market to identify acquisitions and re-evaluate current holdings
- Reviewed offering memorandum and financial model packages for new investments

Contour Services – Denver, CO

June 2020 – August 2020

Construction Management Intern

- Helped provide metropolitan districts, developers, and home builders with pre-construction services, along with civil and landscape construction management
- Managed revisions for landscape blueprints, for pre-construction and post-construction services for various clients

Lee Alpert & Company – Denver, CO

May 2019 – September 2019

Development Intern

- Participated in daily office meetings with consultants and advisors for The Canyons
- Toured various master planned communities to better understand design and development process

National Medical Supply – Denver, CO

June 2018 – August 2018

Intern

- Packaged 100+ made-to-order boxes daily insuring order accuracy and timely delivery
- Delivered medical prescriptions for Elite Pharmacy throughout the Denver Metro area

BMC Investments – Denver, CO

May 2017 – September 2017

Intern

- Worked onsite at multi-family properties assisting the property manager in different capacities
- Attended meetings with CEO to discuss strategy of purchasing and developing real estate

CERTIFICATIONS, INTERESTS, & CLUBS

- **Certifications:** ARGUS Software Certification, The Real Estate Pro Forma Modeling Master Class, The Real Estate Financial Modeling Bootcamp
- **Interests:** Family, Friends, Football, Basketball, Hockey, Skiing, Sushi, Socializing
- **Clubs:** Chi Psi Fraternity

Madison McKenzie Brough

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EDUCATION:

The University of Colorado Boulder, Leeds School of Business

Graduation Date May 2023

B.S. in Business Administration with an Emphasis on Finance and Real Estate and Minor in Political Science

- **GPA 3.68** | Dean's list 2019-present

Certificates:

- Leadership in Business Certificate, Bloomberg Market Certification, Google Analytics Certificate

Leeds Honors Program

- Program requires honors-level business courses and participation in professional development programs.

WORK EXPERIENCE:

Sovrn

June to August 2022

Business Analyst Intern

Boulder, CO

- Worked directly for the Head of Business and Corporate Development. Sovrn is a publisher technology platform that offers services to online publishers to help them operate and grow their businesses.
- Completed full-scope research analysis in vertical market sectors, including social media, ad tech, e-commerce, software, and investment banking.
- Helped facilitate M&A decisions and business development applications through company analysis and meaningful discussion on the future impacts of the company's goals.

M2Catalyst, LLC

November 2020 to December 2021

Data Science Intern

Aliso Viejo, CA

- Analyzed and normalized hundreds of millions of data points in Excel to create corporate presentations in PowerPoint with data visualization for prospective global customers.
- Created pivot tables in Excel to analyze usage trends of business intelligence services by customer and number of user sessions.
- Developed a mobile marketing campaign, including location-based advertising through Google Play.

Capt. Dave's Dana Point Dolphin & Whale Watching Safari

May to August 2020

Customer Service Specialist

Dana Point, CA

- Managed cash register reconciliation, deposits, and audited receipts.
- Maintained high standards of customer service while promptly and empathetically handling guest concerns.
- Checked customers in, ran the concessions stand, and logged trips and sightings into the database.
- Solely in charge of closing the facilities and depositing end-of-day earnings.

Internship with the Honorable Judge Terry Flynn-Piester

June 2018

- Shadowed the Judge for the Superior Court of Orange County and discussed cases in chambers.

LEADERSHIP AND ACTIVITIES:

Alpha Chi Omega

August 2019 to Present

Assistant Vice President of Finance (2020-2021)

- Involved in the strategic planning of the 2020-2021 budget and assisted in financial approval of expenses.
- Involved in fundraising for domestic violence awareness.

Women In Business Club

August 2019 to Present

- Attending weekly meetings with women guest speakers and attending networking events.

Authored and Developed a Footwear Patent

May 2018 to 2020

- Title: A Novel Therapeutic Footwear to dynamically adjust and level the foot strike form to reduce walking and gait ailments caused by diseases such as Autism. Provisional Patent Number: US 62,755,540 B2.
- Researched the design and feasibility of hundreds of potentially competing patents to differentiate my invention.

Study Abroad Experience in Copenhagen

June to August 2021

- Studied Humanitarian Law and Philosophy.

Law Magnet Program

August 2015 to June 2019

- Law school level classes with instruction in Criminal, Business, Contract, Real Estate, and Constitutional Law.

DAVE SMART

Arvada, CO • david.smart@colorado.edu • 661-964-7135 • <https://www.linkedin.com/in/dave-l-smart/>

PROFILE

Analytical and forward-thinking professional with a degree in Finance. Excited to obtain an entry-level finance position that presents opportunities to advance and grow professionally. Motivated to apply skills and knowledge in contributing to solving business problems.

Relevant courses taken:

Core:

- Financial Analysis
- Operations Management
- Marketing
- Financial Management
- Principles of Accounting I & II
- Communication Strategy

Finance Specific:

- Corporate Finance
- Corporate Financial Reporting I
- Investment & Portfolio Management
- Derivative Securities

Other:

- Principles of Real Estate
- RE Finance & Investment Analysis
- Project Management
- B.A.S.E
Focused on major business decisions integrating across business functional areas.

LEADERSHIP & SKILLS

- Provided direction to instructors and faculty of the Multimedia Graphic Design Department at Front Range Community College on methods to develop curriculum and teach current and prospective students from 2015 to 2017 while serving on the Board of Advisors.
- Co-Lead Editor for 2017 Emmy award-winning film documentary "Spectrum: Embracing Gender"
 - Collaborated with over 50 individuals across 6 departments to compose the film. Gained deep understanding of how to influence 50+ individuals to work as a team as well as delegate responsibility to multiple individuals
- Managed small team of employees running front and back operations at Memories to Digital
- Provided direction to Memories to Digital in expanding new locations in the Denver region

SKILLS

- Technical: Proficient in Microsoft Excel. Utilized for Financial Planning & Analysis.
- Proficient in Microsoft PowerPoint and Word.

EDUCATION

University of Colorado Boulder - Leeds School of Business

Expected May 2023

Bachelor of Science in Business Administration with an emphasis in Finance

Cumulative GPA 3.1 | Spring 2023

Front Range Community College

June 2013

Associate in Applied Science in Multimedia Technology

Cumulative GPA 3.69 | Spring 2013

- Various Multimedia Courses

EXPERIENCE

Memories to Digital, Boulder, CO

Digitization Technician, Editor, August 2019 - Present

- Digitize over 100,000 pieces of old media for 1,000s of clients including old photographs, VHS tapes, Beta tapes, cassettes, 8-tracks, records, and more
- Edit newly digitized media to meet clients' expectations. Pay close attention to specific details client requested

- Troubleshoot aging equipment, implement workarounds in real-time, and explore effective methods to streamline projects

United States Postal Service, Westminster, CO

Mail Carrier, April 2018 - August 2019

- Sorted, organized, and delivered thousands of pieces of mail and hundreds of packages each day
- Self-taught to work through long business hours while maintaining productivity, deadlines, and a work/life balance

Freelance Contractor, Multiple Locations, CO

Video Editor & Motion Graphic Designer, January 2013 -April 2018

- Collaborated with Doctors, finance professionals, and various others to design and develop eye-catching, informative videos
- Designed motion graphics such as lower thirds, title screens, logos, and infographics for clients
- Excelled at delivering clients a quality product and quick turnaround time

United States Navy, San Diego, CA

Mass Communications Specialist 3rd Class, January 2006 -January 2010

- Provided Public Affairs functions for the United States Navy
- Constructed and generated 100s written stories for the U.S. Navy, U.S. government, and government contractors
- Learned how to interact with senior officials properly and professionally; regularly conduct interviews with Admirals, Captains, and other high-level military members as well as government civilians and enlisted personnel
- Exhibited strong time management skills; managed to deadlines and continually provided high-quality product

JOHN HARLEY

[LINKEDIN](#)

714-586-4700 John.Harley@colorado.edu Boulder, Colorado, 80302

WORK EXPERIENCE

Wine Salesmen

Boulder Wine Merchant, Boulder, Colorado, June 2022- Current

- Assisted clients in finding the wine which best fit their occasion using extensive product knowledge, as well as curating a seamless transaction through excellent customer service.

SUMMER INTERN

Charles Schwab, Lone Tree, Colorado, June 2022- August 2022

- Working in the Margins Trading, Business Unit as an Operations Intern finding VAAs (Value Added Assessments). As well as providing support and fresh eyes to the team. Also assisted in the onboarding of a new Business Unit.

SERVER ASSISTANT- EXPO - SERVER

Sapphire Restaurant, Laguna Beach, California, July 2020 – May 2021 - May 2022 - Current

- Worked on a team who is constantly focused on striving to have the best customer experience possible by having clear communication and great teamwork.

LIFEGUARD

Camp James, Newport Beach, California, June 2017 - August 2019

- Resolved conflicts and negotiated mutually beneficial agreements between parties.
- Devoted special emphasis to punctuality and worked to maintain outstanding attendance record, consistently arriving to work ready to start immediately.

EXTRACURRICULAR ACTIVITIES

Ralphie Handler: University of Colorado, Boulder, November 2019- Present

- Ralphie Handlers are varsity student-athletes who run with Ralphie, Colorado's live school mascot, take her to appearances, and care for her year-round and are ambassadors for the school. On an average week during football season, will volunteer 20-30 hours to the program in training, practicing, appearances, and caring for the beloved mascot. In the off season 20 hours a week toward the program, always caring for Ralphie and staying in top shape to be able to perform at any point.

University of Colorado Real Estate Club September 2021-Present

- The CU Real Estate Club is an undergraduate student organization at the Leeds School of Business. Members share a passion for real estate and a drive to succeed.

Leeds School of Business Mentorship Program, September 2019-Present

- Went through the Leads mentorship program Peer2Peer, Young Alumni Mentor, Professional Mentorship Program. Learning how network and enter the professional world by understanding the value coachability.

National League of Young Men Irvine Chapter: Irvine, California, August 2014- 2019

- National League of Young Men, Inc. (NLYM) is a non-profit organization for young men in grades 9-12; this structured program for mothers and their sons promotes the development of young men into community leaders through leadership involvement, charitable and community service, cultural experiences, and protocol education. Positions held, Vice President, Public Relations, Electoral Board

EDUCATION

UNIVERSITY OF COLORADO, BOULDER: LEEDS SCHOOL OF BUSINESS

May 2023

Bachelor of Science in Business with a dual emphasis in Finance and Real Estate.

RELEVANT COURSEWORK

Micro & Macroeconomics,
Mathematical Analysis for Business, Principles of Finance & Accounting
Professional Selling
Real Estate

Study Abroad Semester

Studied in Madrid, London, Paris each for six weeks at a time. Took an Economics of Wine course in Paris and other course relevant to learning the local culture.

Irvine Valley College,
Certificate of Proficiency,
Research Tools for Entrepreneurs, Irvine, CA
Earned 5/22/2019

AWARDS

Corporation for National and Community Service
President's Volunteer Service Award Gold Level (2015), Silver Level (2016, 2017)

SKILLS

Microsoft Office
Excel
Leadership
Communication
Problem resolution
First Aid/CPR/Lifeguard certified

INTERESTS

Global Business
Travel/Cultural Appreciation
Flyfishing, Skiing, Surfing,
Lacrosse, Football, Cooking

Jorge L. Renteria

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EDUCATION

University of Colorado Boulder – Leeds School of Business

May 2023

B.S in Business Administration with a dual emphasis in Accounting and Real Estate

- **Relevant Courses:** Principles of Real Estate, Real Estate Finance & Investments, Real Estate Law Financial Statement Analysis, Corporate Financial Reporting

EXPERIENCE

McWhinney, Denver, CO

June 2022 – August 2022

Finance Intern

- Researched and analyzed 10 private and public equity fund structures such as fees and returns to investors while debriefing with CFO and finance team
- Created and analyzed financial reporting via excel for Sage Hospitality, a McWhinney-owned company
- Audited 50 entities ensuring accounting fees were captured in accordance with US GAAP and company policies
- Researched insurance companies and family offices to generate client leads for the investor relations team

KPMG, Denver, CO

June 2021 – August 2021

Embark Scholar Internship

- Collaborated with a team of 5 in a 10-week cross functional internship rotating through KPMG practices of audit, tax, and advisory
- Attended national guest speaker events and panel discussions to enhance industry knowledge
- Participated in KPMG RISE Leadership and RISE Master Series engaging in group activities and projects such as creating a childrens audiobook

Home Depot, Thornton, CO

May 2020 – August 2020

Deliveries Associate

- Collaborated with a team of 6 preparing online orders for over 50 customers per day ensuring accuracy, timeliness of delivery and an excellent customer experience
- Utilized communication and teamwork skills to work quickly and efficiently

ACTIVITIES

Real Estate Club, Boulder, CO

January 2020-Present

Member

- Meet bi-weekly to discuss and explore current real estate topics and career opportunities

Leeds Investment Trading & Trading Group, Boulder, CO

August 2021-Present

Attendee

- Network and communicate with members about current market events, explore opportunities for internships and full-time jobs of well-known companies

Have a Heart, Denver, CO

August 2016-July 2020

Volunteer

- Volunteered bi-weekly at a local food bank to provide nutritious food to low-income families

SKILLS & INTERESTS

-
- **Skills:** Analytical, Collaboration, Excellent Communication, and Organizational skills
 - **Technical:** Proficient in Excel, Microsoft Word, PowerPoint, Outlook
 - **Languages:** Fluent in Spanish
 - **Interests:** Playing and watching sports (soccer, football), reading, spending time with family

Lauren Neal

2915 E College Ave, Boulder CO • 303-594-2780 • lane5510@colorado.edu

EDUCATION

University of Colorado Boulder, Leeds School of Business

Expected Graduation: May 2023

Degree: Business Administration, Real Estate Emphasis

GPA: 2.90

Courses: *Real Estate Economics, Real Estate Finance and Investment, Real Estate Law, Real Estate Technology, Negotiation, Critical Leadership, Accounting, Finance, Business Ethics, Marketing, Data Analysis*

Arapahoe Community College

August 2019 – December 2019

GPA: 3.70

PROFESSIONAL EXPERIENCE

Greystar Property Management

Erie, Colorado

Leasing Agent and Administrative Assistant

May 2022 – August 2022

- Leased apartment units on unit completion schedules, managed existing tenant relations, and oversaw day-to-day property management operations
- Assisted property management staff at a newly constructed multifamily development–Outlook Nine Mile
- Toured property with transaction sales brokers and owner developers gaining insight into multifamily sales process and the broker offering memorandum

Inspire Residential & Capital

Denver, Colorado

Intern

May 2020 – August 2020

- Completed training in acquisition financial modeling and underwriting and oversaw calculations related to relative income and expense variables in financial models including Internal Rate of Return and Cash-on-Cash investment returns
- Reviewed property financial statements for accuracy and completed analysis on monthly budget variance reports
- Provided administrative assistance to company executives that included multifamily property operations analysis, software data entry, and filing

Dragontree Spa

Boulder, Colorado

Receptionist

May 2021– September 2021

- Collaborated with Vice President to reorganize and restructure spa operations
- Scheduled appointments, answered phone calls, helped customers at check out, and trained new employees

EXTRACURRICULAR ACTIVITIES

Hip Hop Technique Dance Class

Boulder, Colorado

Student Participant

January 2022 – December 2022

- Developed choreography for early-2000's and 1970's funk/hip hop dance routines
- Participated in on and off-campus dance battles and performances
- Choreographed individual and group dance routines performed in front of 50+ attendees

SKILLS

Excel • Yardi Rent Cafe • Appfolio • Google Drive • Word • Social Media

CHARACTER TRAITS

Patient • Passionate • Competitive • Hard Working • Loyal • Eager to Learn • Detail-Oriented

INTERESTS

Skiing • Horseback Riding • Hiking • Guitar • Chess • Dancing

Mac Willis
dmacwillis88@gmail.com
303-591-1834

EDUCATION

University of Colorado at Boulder

December/2022

Bachelor of Science in Business Administration with **two** majors in Accounting **and** Real Estate

- **Relevant Courses:** Corporate Accounting I & II, Accounting Information Systems, Cost Management, Real Estate Finance & Economics, Real Estate Development, Real Estate Law
- **Graduated Early** in December 2022 in 3.5 years

HONORS AND AWARDS

- 5x Athletic Director's Honor Roll recipient
- 5x Dean's List recipient

September/2019 to December/2022

September/2019 to December/2022

LEADERSHIP

University of Colorado Division 1 Football Team, Boulder, CO

August/2019 to December/2022

Student-Athlete

- Committed 35+ hours per week to team responsibilities including weightlifting, conditioning, practice, meetings, film sessions, travel, and games/competitions, while balancing a full academic course load for 3.5 years
- Developed concentration, strong work ethic, and perseverance to meet personal and team goals
- Driven, self-motivated, and disciplined to complete tasks to the best of my ability and continually improve
- Worked well in high-pressure situations and under time constraints
- Analyzed situations and gathered information to make sound decisions for self and team
- Managed emotions to cope and be resilient after setbacks
- Listened and effectively communicated both verbally and through written communication with others, including coaches, mentors, professors, teammates, and others
- Proven leadership skills through NCAA Division I athletics

EXPERIENCE

Hapa Sushi Bar & Grill, Boulder, CO

May/2020 to Present

Server, Bartender, Expo, Busser, Barback

- Prioritizing the best customer experience by providing exceptional customer service
- Representing the brand with the utmost positivity in local advertisement campaigns
- Praised by owners and upper management for voracious work ethic and attention to detail

Tommy Bahamas, Englewood, CO

September/2018 to August/2019

Sales Associate

- 2x Salesman of the Month (12/2018 and 5/2019). Trained in inventory control, cashier functions, and customer service

Maggiano's Little Italy, Englewood, CO

September/2015 to August/ 2017

Busser, Barback

- Youngest employee to ever be hired at 14; promoted to busser at 15
- Promoted to Barback with dual responsibilities between behind-bar and bar-floor restaurant duties

COMMUNITY INVOLVEMENT

Flatirons Habitat for Humanity, Boulder, CO

January 2023

- Volunteer on the construction team for affordable housing projects in the Ponderosa neighborhood
- Performed everything from building foundational frames to hanging drywall, installing insulation, flooring, painting, and more

Be The Match, Boulder, CO

May 2022

- Operated by the National Marrow Donor Program, this non-profit organization is the global leader in bone marrow transplantation, connecting patients with their donor match for a lifesaving marrow or blood stem cell donation
- Spread awareness about blood cancer and recruited people off the street to join the donor registry
- **Number one salesperson**, recruiting 55 new registry members in one hour

A Precious Child, Broomfield, CO

April 2022

- Non-profit organization providing children in need with the opportunities and resources to empower them to achieve their full potential
- Helped in warehouse cleaning clothes, washing shopping carts, and moving heavy inventory for the short-staffed crew

Michael Martinez

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EDUCATION

University of Colorado Boulder – Leeds School of Business **Expected Graduation May 2023**
Bachelor of Science in Business Administration with a dual emphasis in Real Estate and Finance

- **Relevant Coursework:** Fundamentals of Financial Analysis, Principles of Real Estate, Real Estate Finance and Investment Analysis, Real Estate Applied Practice, Real Estate Economics, Corporate Finance, Investment and Portfolio Management

WORK EXPERIENCE

Medcraft Investment Partners – Denver, CO/ Remote **June 2022 – December 2022**
Intern

- Search for acquisition targets using Reonomy and market knowledge to find properties that will produce the best returns for the firm
- Finding owner's contacts and uploading them to CRM platforms to tee up calls for the acquisition department
- Market research and reports on Medical Office buildings and other property types to see how they stack up against each other

Sneakers and Collectible Business – Boulder, CO **October 2019 – January 2022**
Sole Proprietor

- Fulfilled over \$30,000 in sales across multiple e-commerce sites that include eBay and StockX
- Effectively use knowledge of e-commerce payment processors to obtain limited-edition products
- Efficiently managed inventory of products using Excel spreadsheets

BJ's Restaurant and Brewery - Boulder, CO **July 2021 – April 2022**
Server Assistant, Food Runner, Take Out

- Maintained a positive and friendly attitude when greeting and interacting with guests
- Communicated clearly with kitchen staff to ensure the quality of products for customers
- Reacted quickly to customer complaints with developed problem-solving skills
- Regularly used credit card systems and cash registers to handle customer payments

LEADERSHIP AND ACTIVITIES

CU Real Estate Center's 2023 Team MVP Award - Boulder, CO **May 2023**
Recipient

- Recognized as the undergraduate student who demonstrates both leadership skills and powerful team dynamics
- Selection was based upon nominations received from staff, faculty, alumni, and industry professionals

CU Real Estate Case Competition and Program - Boulder, CO **February 2022 - Present**
Participant

- Participated in an intercollegiate competition run by Cornell University to present a case in Las Vegas on a retail shopping center case analysis
- Semi-finalist in the Villanova Mulroy Development Case competition, created a pro forma analysis for the case and delivered a presentation in Philadelphia
- Attended weekly meetings to learn from industry professionals about how to approach and present real estate investment/development deals
- Discuss how capital structure, leverage, market conditions, tenants, demographics, and other factors affect the perception of a real estate deal

CU Real Estate Club - Boulder, CO **October 2019 - March 2020**
Member

- Attend weekly meetings to explore and discuss the real estate industry and network with industry professionals
- Invite guest speakers from local real estate investment firms to present at meetings and help members explore potential job opportunities in the real estate industry

SKILLS AND INTERESTS

Technical: Proficient in Microsoft Office, Reonomy, Adobe Illustrator and Photoshop

Languages: Conversational in American Sign Language

Interests: Real estate, sports cards, sneakers, poker, and watches

Maxwell Rist

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Maxwell.Rist@Colorado.edu • 443-902-3504

Education

Leeds School of Business at the University of Colorado

Boulder, CO

May 2023

- Double Major - Real Estate & Finance – Minor in Economics - GPA 3.76
- Dean's List Honors for Academic Excellence.
- Active Member of the Real Estate & Investment Clubs.

Experience

Marcus & Millichap

Denver, CO

Commercial Real Estate Broker's Assistant

June – August 2022

- Facilitated New Business Opportunities by Tapping into Markets around the United States.
- Data Collection and Organization through a Variety of Online Avenues.
- Property Underwriting using Pro-Forma and Comparable Analysis.

Premier Roofing Company

Denver, CO

Sales Manager

May – August 2021

- Acquired New Customers via Direct, Online and Referral Marketing.
- Fiduciary on the behalf of the Customer to Negotiate Financing with Insurance Adjustors.
- Supervised Supply Chain and Construction Development Lifecycle.
- Awarded for Top Sales Performance Nationwide.

Stork Distributions

Baltimore, MD

Co-Founder

March – August 2020

- Created a Platform to Assist Immune Compromised Individuals During the COVID-19 Pandemic.
- Delivered Essential Goods, Groceries, and Medications.
- Served Over 5,000 Customers & Completed 10,000 Orders.
- Hired and Trained 10 Contractors to Assist with Orders, Website Design and Digital Advertising.

Chrome Solutions Marketing Agency

Towson, MD

Sales Team Leader

May – August 2019

- Direct Marketing Sales for Verizon and Inspire Clean Energy.
- Lead a Team of Successful Sales Representatives.
- Trained Team Members on Effective Communication, Networking and Personal Development.
- Shortest Period from Hire to Promotion in Company History.
- Earned Awards and Bonuses for Industry Leading Performance and Dedication.

Leadership

Leeds Undergraduate Business Applied Semester Experience

Boulder, Co

President of Winning Team

January- May 2021

- Designed and Ran a Full Business Simulation Competing against the Entire Leeds Undergraduate Class.
- Won the First-Place Prize for Outstanding Understanding and Critical Thinking.

Skills, Experience & Interests

Technical: Certified Microsoft Office Specialist, Experienced with Website Design and Database Management.

Diverse Background: Collaboration with Large Variety of Backgrounds inc. Race, Sexuality & Nationality.

Interests: Musical Performance, Fitness, Philosophy, Technological Innovation, Social Responsibility.

Hayden Nickamin

Boulder, CO | 970-274-9961 | haydennickamin@gmail.com | <https://www.linkedin.com/in/hayden-nickamin>

EDUCATION:

University of Colorado at Boulder, Leeds School of Business

May 2023

Bachelor of Science in Business Administration, Emphasis in Finance and Real Estate

- **GPA 3.5** | Dean's list 2020

LICENCES & CERTIFICATIONS:

- **LinkedIn Learning:** Introduction to Commercial Real Estate Analysis, Real Estate Deal Structuring, Excel for Business Analysts
- **Udemy:** The Real Estate Financial Modeling Bootcamp

WORK EXPERIENCE:

Princeton Enterprises

West Bloomfield, MI

Intern

Summer 2022

- Analyzed data to construct financial underwriting models for future and past real estate acquisitions
- Prepared budgets for an \$18M multifamily real estate acquisition & remodeling project
- Contributed to team proposition for a \$5M office building acquisition accompanied by a forecast for a \$1M company relocation and renovation
- Analyzed multifamily market rental rates to propose new rents for current properties
- Prepared leases for newly acquired multifamily properties based on market analysis

Drip IV Therapy and Hydration

Birmingham, MI

Intern

Summer 2021

- Analyzed commercial real estate spaces for future acquisition and company expansion
- Contributed to the opening of the newest location in Florida
- Worked as Product Manager on a mobile app for business delivery expansion
- Serviced public relations department and facilitated multiple mutually beneficial partnerships

Hollyhock Farm

Basalt, CO

Ranch Hand

Summer 2020

- Utilized tools to do landscaping resulting in optimal living conditions for race and show horses
- Gained knowledge of operational management for an upscale ranch property

Three Meadows Ranch

Missouri Heights, CO

Ranch Hand

Summer 2019, 2018

- Built outdoor fencing system for livestock through intensive manual labor, and heavy machine operation
- Utilized heavy machinery to construct bridges for large-scale irrigation systems

LEADERSHIP AND ACTIVITIES:

CU Boulder Real Estate Club

Member

- Participate in active conversation with guest speakers such as industry leaders and alumni
- Exploration of real estate in the Boulder and Denver region
- Participate in workshops to develop practical skills

Kappa Sigma

Vice President of the Gamma Tau Chapter

- Manage facility for 28 residents. Audited finances, administrative processes, and housing. Report to the national organization the current standings of the chapter.

SKILLS AND INTERESTS:

Interests: Golf, Snowboarding, Fitness, Fishing, Hiking

BRIAN FLANAGAN

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EDUCATION

University of Colorado Boulder – Leeds School of Business

Bachelor of Science in Business Administration with a dual emphasis in Finance & Real Estate

Class of 2023, Cumulative GPA: 3.37/4.0

- **Relevant Projects:**

- Analyzed four financing options in a case competition for the CU Real Estate Foundation. Deliverables included a quantitative analysis of four loans and an executive summary submitted to the board of directors outlining the risks involved in various real estate investment opportunities.
- Collaborated with a team of five to research, propose, and present a business plan for the Illegal Pete's restaurant chain. Deliverables included presenting slide decks with a financial timeline on the proposed investments to grow foot traffic through the restaurant during a pandemic.

- **Relevant Courses:**

- Real Estate Finance & Investment Analysis, Investment & Portfolio Management, Real Estate Technology, Corporate Finance

EXPERIENCE

Congruex, Boulder, CO

Financial Analyst (2022)

- Utilized Excel Add-in Vena Solutions software to improve FP&A processes
- Managed data lake processes to create and automate financial reports
- Learned advanced data analytics functions in Microsoft Power BI
- Provided financial and analytical support for senior staff members

Cutting Edge Landscaping LLC., Madison, CT

Owner & Entrepreneur (2015-2021)

- Grew revenues 150% YoY for 3 consecutive years
- Managed all accounting, customer relations, operations, and marketing as the owner & entrepreneur
- Hired and trained employees to emphasize time management, customer intimacy, and service quality
- Forecasted project budgets to complete various landscaping jobs for clients

Drone Pros, Denver, CO

Business Development Representative Intern (Winter 2020-2021)

- Performed cold outreach via email and phone to drive sales and awareness of new drone technology
- Learned CRM software HubSpot & Interstellar to create automated sales cadences
- Identified and researched various industries for potential drone photography customers

LEADERSHIP & ACTIVITIES

CU Real Estate Club, Boulder, CO

Member (2019-Present)

- Participated in weekly meetings to explore and discuss the real estate industry and network with industry professionals
- Hosted guest speakers from local real estate firms to present at meetings and explore potential job opportunities

Leeds Investment and Trading Group, Boulder, CO

Member (2019-Present)

- Generated stock recommendations for portfolios by analyzing and discussing current market events and financial news
- Participated in a 10-week educational program to develop financial literacy and study key investment strategies

Special Olympics Connecticut, Branford, CT

Games Manager (2015-2018)

- Created an annual event for teens with disabilities to showcase their talents in baseball, softball, and flag football
- Managed gameplay operations such as score keepers, referees, and coaches
- Communicated volunteer responsibilities and excited players and fans

SKILLS & INTERESTS

-
- **Technical:** Proficient in Excel, Microsoft Power BI, Financial Modeling
 - **Certifications:** Bloomberg Market Concepts, Vena Solutions, Pillars of Wall Street, AIRIE 1
 - **Soft Skills:** Adaptability, Teamwork & Communication, Time Management
 - **Interests:** Boston Sports, Backcountry Skiing & Snowmobiling, Travel
-

Matias DuRei

Boulder, CO | Madu3537@colorado.edu | 305-801-0072 | [LinkedIn](#)

EDUCATION

University of Colorado Boulder – Leeds School of Business

May 2023

Bachelor of Science in Business Administration with a dual emphasis in Finance and Real Estate

Cumulative GPA: 3.30 / 4.0

Relevant Courses: Corporate Financial Reporting, Investment and Portfolio Management, Corporate Finance, Derivative Securities, Real Estate Economics, Real Estate Technology, Real Estate Finance & Investment Analysis

Relevant Projects: Illegal Pete's Covid Strategy - Collaborated with a team of four to analyze data and develop a presentation on solutions to combat the effect of Covid-19 on the restaurant industry. Delivered two recommendations for boosting business: adding a mobile app and implementing a rewards program to engage the customer base.

EXPERIENCE

Sideteams | Dublin, Republic of Ireland | Jun 2022 to Aug 2022

Business Research Analyst

A hybrid professional-social network for entrepreneurs to connect and collaborate while building strong projects and revenue streams.

- Formulated an in-depth weighted matrix analysis of 50 competitors to better assess current business models and make strategic decisions in the restructuring of Sideteams pricing model.
- Overhauled customer profiles using financial and market attractiveness to identify target demographics that would best utilize the platform and generate the highest financial return.
- Performed competitive industry analysis to identify the Total Addressable Market, Serviceable Addressable Market, and Serviceable Obtainable Market utilizing a variety of key qualitative and quantitative metrics.
- Analyzed company and market data to facilitate the development of investor presentations containing financial statements, funding needs, and market opportunities.

Colorado Credit Capital | Boulder, CO | August 2022 - Present

Co-founder / President of Administration

- Co-founded and helped direct a student organization that provides members with in-depth knowledge of credit assets, financial modeling, and a diverse alumni network.
- Met weekly to discuss current events and their impacts on financial markets.
- Covered applicable skills to prepare students for internships and future careers in the financial industry.

LEADERSHIP AND ACTIVITIES

Goldman Sachs Excel Skills for Business Virtual Experience Program | September 2022

Participated in the Goldman Sachs Virtual Experience Program

- Gained an understanding of key shortcuts and functionalities in excel related to banking and finance.
- Forecasted operating assumptions and translated them into a profit loss statement.
- Produced an output in excel to summarize the data collected into charts for the client's review.

Citi APAC Investment Banking Virtual Reality Intern Experience | September 2022

Participated in the Citi Virtual Experience Program

- Composed a company profile providing an overview of a business's model and key financials.
- Calculated relevant financial metrics by comparing the performance of comparable companies.
- Provided a summary of the company to equip the team with information to best answer any of the client's requests.

J.P.Morgan Chase Commercial Banking Virtual Experience Program | September 2022

Participated in the J.P.Morgan Chase Virtual Experience Program

- Prepared a capitalization table to evaluate the impact of a transaction on the capitalization structure.
- Designed a deal structure page developing a business overview and analyzing industry trends.
- Created a 10-year financial model forecast considering projected debt balances, 7-yr repayment, and covenant cushions.

Coral Reef Varsity Lacrosse Team | Miami, FL | August 2015 - May 2019

Two-time Team Captain

- Directed a team of 40 players through two winning seasons.

SKILLS AND INTERESTS

- **Skills:** Native Spanish speaker, Investment analysis, and Cryptocurrency (Bitcoin software/hardware)
- **Certifications:** Bloomberg Market Concepts and Auto CAD
- **Technical:** Proficient in Excel, Word, and PowerPoint
- **Interests:** Snowboarding, Rock climbing, and International Traveling

EDUCATION

University of Colorado Boulder – Leeds School of Business, Boulder, Colorado **December 2022**
Bachelor of Science in Business Administration, Emphasis' in Finance and Real Estate, Minors in Economics and Leadership Studies
Cumulative GPA: 3.4| Dean's List: Fall '19 and Spring '20

EXPERIENCE

Poly, Westminster, Colorado **June 2022 – October 2022**
FP&A Intern

- Developed a PowerBI dashboard in order to maximize insights from financial data
- Reduced work hours for analysts by over 20 hours a week through the creation and automation of reports
- Utilized the PowerBI dashboard to drive business decisions regarding pricing, products, business operations

WK Real Estate, Boulder, Colorado **May 2021 – September 2021**
Data Management Specialist

- Managed databases in order to effectively communicate with 250+ prospective clients
- Created marketing campaigns to generate awareness for the top single-family homes for sale in Boulder County
- Facilitated client outreach and interfacing such as open houses and property tours, for a group of leads

LEADERSHIP AND ACTIVITIES

Diamond Baseball of Boulder, Boulder, Colorado **August 2021 – Present**
Head 13u Baseball Coach

- Planned and executed all baseball operations including scheduling, registering and communication
- Managed all facets of the game including hitting, defense and pitching
- Led a team of 10 young men from a 0.285 winning percentage(fall) to a 3rd place finish (spring)

Leeds School of Business, Boulder, Colorado **April 2022 – December 2022**
Peer2Peer Mentor

- Provided guidance to first year business school students
- Helped students through the challenging aspects of college throughout their move-in and first semester

Park City Baseball Academy, Park City, Utah **September 2018 – August 2020**
Administrative Associate and Camp Director

- Implemented marketing plans, accompanied by financial analysis to maximize revenue and minimize dead-time
- Developed and executed camp plans for numerous summer camps with over 50+ players at each

Park City School District, Park City, Utah **June 2019 – August 2020**
Head JV Baseball Coach & Head Freshman Baseball Coach

- Planned and executed summer baseball operations for the Junior Varsity and Freshman baseball teams
- Communicated and organized travel for 2 teams of 15+ players

SKILLS AND INTERESTS

-
- **Certifications:** Bloomberg Market Concepts
 - **Interests:** Coaching Baseball, Exploring Ski Resorts, Getting First Chair, Setting World Records

Sam Sherry

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samuelasherry@gmail.com • 847-436-3353

EDUCATION

University of Colorado, Leeds School of Business

Bachelor of Business Administration

Boulder, CO
Expected Graduation May 2023

Majors - Information Management-Business Analytics & Real Estate

Related Coursework: Business Analytics, Real Estate Finance & Investment Analysis, Principles of Finance & Accounting, Real Estate Technology, Leadership in a Digital Age, Business Data Management, Real Estate Economics, Argus and Excel for Real Estate Analysis Workshop

Study Abroad: Florence University of the Arts

Spring 2022

EXPERIENCE

Inspirato – Denver, Colorado

May 2022 – August 2022

Real Estate Strategy Analyst Intern – Inspirato is an innovative luxury travel subscription brand

that provides affluent travelers access to a managed and controlled portfolio of hand-selected vacation options

- Assist in underwriting prospective properties, updating proformas, communicating with the sales team, and auditing proposed lease numbers
- Conduct market research initiatives including sourcing new properties and developments, strategic assessment of current inventory, and consolidation of market conditions
- Participate in the day-to-day operations of real estate strategy, interacting directly with internal groups
- Work closely with portfolio management and revenue management teams to ensure a high degree of quality in property underwriting
- Work with sales team representatives and member services to stay abreast of prospect and member demand for new locations and property classes

Equity LifeStyle Properties (ELS) – Chicago, Illinois

May 2021 – August 2021

Real Estate Acquisitions Intern – ELS is a Real Estate Investment Trust (REIT) and the leading operator of Manufactured Home Communities and campgrounds in North America

- Perform property-level due diligence and tracking
- Research, create, analyze and compare market data for each specific acquisition opportunity
- Assess and create models for acquisition opportunities

Jonathan Sherry, P.C. – Boulder, Colorado

May 2020 – August 2020

Summer Intern/Real Estate Closing Assistant

- Reviewed residential sale contracts and assisted in preparing real estate settlement statements and documents

ACTIVITIES & SKILLS

Real Estate Club – Boulder, Colorado

Current

Student Member

Gain market insight from real estate professionals and practitioners through speaker events and programs

- Proficient in Microsoft Office including Excel, Word and PowerPoint
- Excellent in research, analyzing and presenting data
- Organized, collaborative, creative, self-motivated, eager to learn and contribute to team
- Skilled in data management languages & software including Argus, Java, Python, SQL and Alteryx
- Enjoys snowboarding, traveling, cooking and watching and playing sports

Contact

trey.border2001@gmail.com

www.linkedin.com/in/
treyborder2001 (LinkedIn)

Top Skills

Leadership

Training

Time Management

Certifications

Persuading Others

Textual Elements of Design: Fonts,
Typography, and Spacing

Graphic Elements of Design: Color
Theory and Image Formats

Basic Elements of Design: Design
Principles and Software Overview

Honors-Awards

Principal's Honor Roll

Dean's List

Trey Border

Digital Marketing / Handyman / Multimedia Creation / Retail / Sales /
Technological Knowledge / Website Design

Boulder, Colorado, United States

Summary

A personable and dedicated honor-roll college student and high school graduate with a desire to keep learning while pursuing interests in music and computer science. Collaborative, team-player that can effectively follow directions, solve problems, and work efficiently.

I love working hard to make sure everyone I interact with, whether they are customers and associates or peers and friends, are doing and feeling their best while getting everything done when they need to. I love working with people to solve problems, especially when electricity is involved.

Working with my hands or using my creativity are necessities in my favorite work experience. I excel at learning and conveying important information as well as thinking creatively to form solutions or to create artistic products that match everyone's needs.

I want to find my home in an up-and-coming local business so I can learn more about pursuing some of my own ventures as well.

Experience

Border Excavating and Construction

Executive Secretary

February 2015 - Present (8 years 1 month)

Colorado, United States

- Create and manage the online presence of the company, including creating logos, business cards, professional documents - custom invoices and contracts, and websites
- Work in the field alongside the CEO and other contract associates to deliver our best work in on-average 8 hour days of hard labor.
- Helping organize important information, such as keeping hours and notes from business meetings.

Self Employed

8 years 1 month

Computer Technician

September 2020 - Present (2 years 6 months)

Colorado, United States

- Able to build computers that function on a high level by deciding what components are the best to use for their price and performance and troubleshooting any unforeseen issues, as well as managing the computers to have optimal airflow, cable management, and overall aesthetic; making sure to deliver a finished, polished and presentable product
- Spending anywhere from 30 minutes on easy fixes and upgrades up to several days troubleshooting in order to make sure the final product is running at peak performance.

Ecommerce Product Manager

February 2015 - Present (8 years 1 month)

Colorado, United States

- Managing product purchasing and listing on sites like eBay, as well as maintaining and storing products in a safe and organized way until they sell

SEBS Scholarship Foundation

Marketing Team / Volunteer Member

December 2019 - Present (3 years 3 months)

Pueblo, Colorado, United States

- Lead a new graphic design initiative to address supporting small businesses as well as converting .png logos to a vector image to make it completely scalable, as well as designing t-shirts and merchandise on Spreadshirt to help raise money to fund the scholarship with all sales proceeds
- Playing a large role in the marketing component of the organization, as well as general roles in the application, administration aspects of the organization remotely with less than 20 members total
- Gaining experience how to run an organization working with other alumni & using unique skills to make the community better by giving SEBS students in need at least \$1000 of scholarship rewards

McGuckin Hardware

Level 1 Sales Associate

May 2020 - Present (2 years 10 months)

Boulder, Colorado, United States

- Memorize, stock, and promote hundreds of products and gain knowledge to aid customers effectively & personally with their shopping experience
- Recommend new and unique products to update inventory to satisfy customer needs and incentivize new potential customers
- Deliver outstanding service to create loyal customers & trust, and maintain outstanding relationships with coworkers

University of Colorado Boulder

Zero-Waste Assistant

September 2019 - May 2020 (9 months)

Boulder, Colorado, United States

- Led by setting an example for tight-knit coworkers during each shift by working effectively, efficiently, & safely as well as helped implement new procedures to ensure team safety and success and keep the focus on preserving the environment
- Sorted material correctly at an efficient rate, notably to the point where sorting lines shut down 2 hours early even while understaffed on multiple occasions

Divine Science Center

Pipe Organist

October 2018 - April 2019 (7 months)

Pueblo, Colorado Area

- Showcased organizational & leadership skills by managing the entire band, coordinating with Reverend and other board members, and making sure the band sounded superb with 2+ hours of practice at least twice a week before the sermon
- Learned 4+ new & complicated & diverse songs every week to play at each sermon & being able to inspire the audience emotionally and spiritually

Education

University of Colorado Boulder

Bachelor of Business Administration - BBA, Real Estate, Entrepreneurship, and Music · (August 2019 - May 2023)

Pueblo County High School

High School Diploma, Computer Science · (August 2015 - May 2019)

Tanner Martin

720-724-6662 • Tmartin3554@gmail.com • www.linkedin.com/in/tanner-martin34/

EDUCATION

University of Colorado Boulder – Leeds School of Business

May 2023

Bachelor of Science in Business Administration with a dual emphasis in Finance and Real Estate | Minor in Economics

GPA 3.36 | Dean's List

- **Relevant Courses:** Derivative Securities, Corporate Financial Reporting, Investment and Portfolio Management, Corporate Finance, Macroeconomic and Microeconomic Theory, Financial Management, Real Estate Finance and Investment Analysis, Fundamentals of Financial Analysis, Real Estate Economics, Real Estate Development, Python Programming
- **ARGUS/Excel Workshop:** Investigated complex real estate transactions by building cash flow projections to model all property types, studied detailed construction budgets and partnerships, ran advanced scenario and sensitivity analysis on individual properties and portfolios to determine returns for investors
- **Pillars of Wall Street:** Completed rigorous financial statement, Excel modeling, M&A, and DCF valuation training

EXPERIENCE

Denver Angels Investors, Denver, CO

January 2023 - Present

Investment Analyst Intern

- Analyze financial statements, investor decks, tax returns, corporate formation documents, and capitalization tables (of Seed + and Series A investment round startup companies) to create summary reports and critiques of potential investment opportunities for an ~500 investor management group
- Assist in the equity funding due diligence process, create diligence folders for target investments, and request financial information for diligence
- Review group syndicates to make sure initial companies meet screening criteria on the investment process (\$500,000+ in trailing twelve-month revenue, and the ability to grow revenue 100%+ year over year)

Evans Senior Investments, Denver, CO

January 2023 - Present

Underwriting Intern

- Assist in building detailed Excel financial models to underwrite senior housing real estate assets for potential M&A transactions and arrange expense profiling from company income statements
- Prepare datasets for integration into company's proprietary database of property level financial & operating metrics
- Aid in the drafting and preparation of valuation presentations and offering memorandums for brokerage deals
- Inspect case assignments to understand market trends, and participate in cross-functional projects

Jacobs Engineering Group, Greenwood Village, CO

May 2022 - August 2022

Real Estate Operations / Finance Intern

- Forecasted a 3-year cost plan of company real estate leases in five world regions using a set of escalation assumptions, depreciation, base rent data, and externality expenses
- Derived office utilization charts using surveyed data in Power BI to display changes of usage in company real estate assets
- Amplified a Business Case Financial Analysis spreadsheet with updated excel formulas to fix spilling errors and inconveniences from monthly property updates
- Learned Manage-path software tutorials to pull and analyze data of real estate deal documents
- Presented excel formula walk-throughs to company's Real Estate Leadership Team using PowerPoint

Paragon 28, Englewood, CO

May 2021 - August 2021

Distribution Coordinator / Inventory Team

- Transacted and updated existing inventory variances of over 350+ patented protected medical products
- Generated data of purchase orders and invoices, to maintain and input an electronic record of product transfers to hospitals
- Completed cycle counting of inventory by comparing part numbers and supplier lot numbers to verify accuracy of purchase/shipping orders, inspected tissue implant instruments under various quality control tests
- Built product medical kits while accurately preparing necessary shipping documentation, Operated a laser printer

Golden West Senior Living, Boulder, CO

August 2022 – November 2022

Caregiver / Assisted Living

- QMAP qualified, administered medications to residents in a timely manner and kept consistent counts of narcotics

Ameritech Windows, Boulder, CO

August 2019 - November 2020

Sales Representative / Call Center

- Dialed 400+ customers per day, responded to customer inquiries, presented window displays at company events

EXTRACURRICULARS

Leeds Investment and Trading Group (LIT), Boulder, CO

December 2020-Present

- Participate in a weekly program to discuss current events that effect equity markets and generate stock predictions

Real Estate Club, Boulder/Denver, CO

August 2021- Present

- Gain industry coaching and learn about different companies in the industry, network with real estate professionals.

Leeds Professional Mentorship Program (PMP), Boulder, CO, Peer 2 Peer Mentee

August 2020-Present

SKILLS

- **Technical:** Proficient at Excel (Scenario Manager, Pivot Tables, Dynamic Arrays), PowerPoint, Microsoft GP, and Power BI
- **Certifications:** Bloomberg Market Concepts, HubSpot Marketing and Sales Software

THY DANG

Boulder, CO 80304 • (720)-236-3553 • <https://www.linkedin.com/in/thy-dang-6348a118a/>

EDUCATION

University of Colorado Boulder – Leeds School of Business

May 2023

Bachelor of Science in Business Administration with an emphasis in Marketing & Real Estate

- Real Estate Certificate Cumulative GPA: **3.54**
- **Relevant Projects:** Debate presentation about ethical responsibilities in business corporations, research assistant under Prof. Janet Bercovitz (Entrepreneurship Ecosystem Project 2019) and under Prof. Lawrence Williams (Marketing Project 2020)
- **Relevant Courses:** Buyer Behavior, Product Strategy, Advertising and Promotion Management, Marketing Research & Analytics, Real Estate Finance Analysis, Real Estate Technology.

EXPERIENCE

Trinity Property Consultants Denver, CO

May 2022- August 2022

Multifamily Property Management Intern

- Consulted 100+ of prospective and current residents with daily communication, emails, calls
- Generated guest list for prospective leads, leasing forms, move-in checklists, maintenance requests, and budget sheets
- Designed posters for resident events and promotional offers
- Conducted daily tours for prospective residents and produced real estate quotes upon requested

Office of Diversity Affairs Boulder, CO

January 2021-May 2021

Research Assistant under Prof. Lawrence Williams (Marketing & Consumer Behavior Project 2021)

- Sorted and combined data into binary codes within Excel
- Coordinated with research partner to analyze consumer surveys and place surveys into nominal datasets

Office of Diversity Affairs Boulder, CO

August 2019-March 2020

Research Assistant under Prof. Janet Bercovitz (Entrepreneurial Ecosystem Project 2019)

- Assisted in the publish of research project via data collection
- Conducted independent research on Colorado companies and organized them into Excel Spreadsheet. Which was then transferred to a unique project software
- Brainstormed attractive strategies to reach out to companies for interviews

HONORS AND AWARDS

- One Soul Leeds Scholarship recipient
- Dean's List Freshman year- Spring 2019

LEADERSHIP AND ACTIVITIES

Cultural Events Board Boulder, CO

August 2019-May 2020

General Board Member

- Distributed school funds to student-led organizations.
- Presented famous speakers to campus, along with organizing campus events, with the purpose of delivering cultural knowledge and diversity to CU Boulder
- Oversaw board bylaws and voting decisions using Google software

SKILLS

- Microsoft Office, Jamovi, NVivo, R-Studio, Entrata, Yardi Voyager, CoStar

ROBERT (ROBBY) UESUGI

1834 22nd St B, Boulder, CO 80302 | 925-357-7923 | robby.uesugi324@gmail.com | www.linkedin.com/in/robertuesugi

EDUCATION

University of Colorado Boulder – Leeds School of Business

Expected May 2024

Master of Science in Finance – Corporate Finance

University of Colorado Boulder - Leeds School of Business

Expected May 2023

Bachelor of Science, Business Administration - Finance, Real Estate

Cumulative GPA: 3.41, Dean's List Fall 2022

- **Relevant Coursework:** Derivative Securities, Investment & Portfolio Management, Corporate Finance, Fundamentals of Financial Analysis, Real Estate Development, Real Estate Economics, Real Estate Finance & Investment Analysis, Real Estate Economics, Corporate Financial Reporting.
- **Extracurriculars:** CU Club Golf Team, Real Estate Club, Leeds Investment and Trading Club, and the Peer2Peer Mentoring Program.

EXPERIENCE

Omni Interlocken Golf Course, Broomfield, Colorado

May 2021 - Present

Player Services Attendant

- Ensure enthusiastic greeting of 150+ members and guests daily while providing club cleaning services to establish strong member relations and rapport.
- Secure smooth course operation by providing back-end support and preemptively resolving issues.
- Administer and maintain 110+ golf carts, golf course grounds, and clubhouse.
- Accommodate diverse client requests in a timely manner.

Elton R Construction, Boulder, Colorado

May 2021 – June 2022

Sales Coordinator

- Organized 250+ meetings for colleagues and subcontractors.
- Managed client selections sheets to ensure accurate vendor quotes and budget alignment between \$1.5M and \$2M.
- Generated strong business relationships with clients/vendors by responding to diverse client inquiries and delivering appropriate conflict resolution.
- Categorized various data types to ensure accurate payroll and liability information.

LEADERSHIP

CU Club Golf Team, University of Colorado Boulder

Fall 2019 - Present

President, Finance Chair (Former)

- Maintain an open line of communication with national governing body (NCCGA) and regional golf courses to manage logistics for the largest club team in the nation (70+ participants).
- Participated in 3 National Championships and various regional tournaments.
- Spearheaded affiliation with the University of Colorado to earn funding and crowdfunding access to reduce Club expenses.
- Oversight of the financial, social, and public relations aspects of team to ensure both inclusivity and competition.
- Manage a \$25,000+ budget sourced from entry fees, club dues, and fundraising for social events, branded gear, and golf tournaments while ensuring accurate financials.
- Assembled the inaugural Club Cup to build comradery amongst the team.

Peer 2 Peer Mentoring, University of Colorado Boulder

Fall 2020 - Present

Mentor

- Provide counseling and support to mentees transitioning into their freshman year and refer to campus resources if necessary.
- Promote conversations about doing well in class, working with professors, building a resume, and joining student clubs and organizations.

Varsity Golf & Baseball Captain, Las Lomas High School

Fall 2016 – Fall 2019

- Cooperated with coaches by organizing and facilitating team-wide practices, helping demonstrate fundamental drills to younger, less experienced players.
- Awarded first and second team all-league for golf and baseball, respectively.

ADDITIONAL INFORMATION

-
- Proficient in Microsoft Excel and have earned the Bloomberg Market Concepts Certificate.
 - Basic Conversational skills in Spanish.
 - Hobbies include skiing, cooking, and golf (1.6 Handicap).

Thomas Volpe

(970)-488-0642 | thomasvolpe06@gmail.com | [LinkedIn](#)

EDUCATION:

University of Colorado at Boulder, Leeds School of Business

B.S. in Business Administration with an Emphasis in Finance and Real Estate

May 2023
Boulder, CO

- GPA 3.632

Leeds Honors Program

- Rigorous academic experience for the highest achieving incoming students
- Program requires honors-level business courses and participation in professional development programs
- Required to keep a minimum of a 3.6 cumulative GPA

WORK EXPERIENCE:

Xcel Energy

May 2022 to present
Denver, CO

Senior Finance Technical Intern

- Interpreted O&M expenses and WBS structures on excel by using SAP software
- Validated Internal Orders and reviewed them before sent to capital asset accounting
- Worked on capital tools Gas O&M charging guides regarding the Natural Gas resources
- Worked on the actual and forecast for headcount reports within Gas Finance
- Was asked to return to stay on part time during the school year

WATCHMAKER GENOMICS

August 2020 to January 2021
Boulder, CO

Intern/lab worker

- Learning how a startup company operates
- Building kits for the company to distribute DNA/RNA to customers

Boulder Country Club

May 2020 to August 2020
Boulder, CO

Maintenance / Grounds keeper

- Learned how to landscape / manage a golf course

Water Logic USA

May 2020 to September 2020
Louisville, CO

Collection Analyst

- Worked remotely online for a company based out of Texas during COVID-19
- Found invoices for every time the company did not get paid and had to report it to the company
- Learned how to work in a big company environment

Coal Creek Golf Course

May 2018 to June 2020
Louisville, CO

Guest Services / Assistant pro

- Cleaned and washed golf carts and helped people get around the course
- Coached junior golf camps every week, teaching them fundamentals and taking them onto the course

LEADERSHIP AND ACTIVITIES:

Special Olympics Basketball Coach

August 2017 to August 2019

Head Coach of Unified Basketball Team

Louisville CO

- Taught disabled kids how to play basketball
- Traveled across the state of CO playing against other Unified teams
- Performed approximately 240 hours of coaching

Community Food Share

January 2018 to August 2019
Boulder CO

Food Packaging Volunteer

- Went to grocery stores in boulder and packaged food to be delivered to the homeless
- Performed approximately 50 hours of service

Harvest of Hope

August 2018 to August 2019
Boulder CO

Food Delivery Volunteer

- Loaded food in my vehicle and delivered to families in need
- Performed approximately 50 hours of service

SKILLS AND OTHER EXPERIENCE:

Bloomberg Market Concepts: Certificate of Completion

Technical: Proficient in: SAP, Microsoft Office applications such as Excel, Word, PowerPoint, Outlook

GRADUATES

Seeking Internships



Charles Biddle-Porter

Boulder, Colorado • (310) 854-2629

charles.biddleporter@colorado.edu

[LinkedIn](#)

PROFESSIONAL SUMMARY: Global citizen and diplomatic leader with experience in; business development, sustainable practice, project management, and tech. Currently leading a research team for the City of Boulder examining Affordable Commercial Policy.

EDUCATION

UNIVERSITY OF COLORADO BOULDER, LEEDS SCHOOL OF BUSINESS Boulder, CO

Dual Degree: Master of Business Administration, Master of Business Analytics May 2024

- Member of Graduate Real Estate club, Adam Smith Society, Data Analytics club, Supply Chain club, and the Net Impact club.

UNIVERSITY OF CAMBRIDGE, INSTITUTE FOR SUSTAINABLE LEADERSHIP Cambridge, UK

Certificate in Sustainable Real Estate November 2021

LOYOLA MARYMOUNT UNIVERSITY Los Angeles, CA

Bachelor of Arts, Environmental Studies June 2021

PROFESSIONAL EXPERIENCE

STUDENT.COM Boulder, CO

Online marketplace for the rental of student housing.

Intern January 2023 – Present

- Tasked with improving consumer engagement with online platform.
- Find opportunities for external partnerships.
- Increase supply of student housing on the platform through networking and landlord relations.

RIGHTWATER Los Angeles, CA

Sustainable water company pioneering in canned water.

Business Development August 2021 – July 2022

- Managed sales, online presence, marketing, and advised on sustainable practice and operations.
- Met sales goal by securing two major new clients Erewhon and Graduate Hotels to greatly expand sales and product reach.
- Expanded customer base by facilitating an event for Soho House and Erewhon at Coachella.
- Led project management team for website design.

REPTON SCHOOL Dubai, U.A.E.

Multinational school with campuses in England, UAE, Malaysia, and China.

Teacher September 2016 – June 2017

- Taught physical education to pupils aged 4-18. Coached multiple sports teams.

APOLLO PERELINI RUGBY SKILLS ACADEMY Dubai, U.A.E.

Academy for students aged 4-18.

Coach September 2016– July 2017

- Guided the physical and mental development of young all-stars.

GLOBAL STUDENT ACCOMMODATION

The global leader and innovator in student accommodation with a large presence in Europe, North America, Asia, and Oceania

Intern May 2015 – September 2015

- Mentored by senior management. Traveled to Australia, Hong Kong, and Japan. Attended high-level client meetings with University and Government officials.
-

ADDITIONAL INFORMATION

- NAOIP Colorado Chapter Member, ULI Etkin Scholar
- UAE U19s International Rugby Team, Volunteer at Margret Green Animal Sanctuary
- CPR & EFR Certified, PADI Rescue Diver & Advanced Open Water
- Hobbies: hiking, diving, watching documentaries, reading about history, building models, and chess.

Grant Bretzlaff

Jupiter, FL • grbr1891@colorado.edu • (561) 310-0596

EDUCATION

University of Colorado Boulder – Leeds School of Business

Bachelor of Science in Business Administration with an emphasis in Finance and Real Estate

August 2020-May 2023

GPA: Real Estate 3.8, Finance 3.3, Cumulative 3.3 | Dean's List: Fall 2022

- **Relevant Courses:** Fundamentals of Financial Analysis, Business Ethics and Social Responsibility, Communication Strategy, Corporate Finance, Corporate Financial Reporting, Investment and Portfolio Management, Principles of Real Estate, Derivative Securities, Real Estate Finance & Investment Analysis, Real Estate Technology, Real Estate Economics

Master's of Science in Finance with a track in Investment Management

August 2023-May 2024

Rollins College – EAMBA Program and Varsity Lacrosse

August 2019- May 2020

Cumulative GPA 3.8 | President's List: Fall 2019, Dean's List: Spring 2020

WORK EXPERIENCE

HypherData, Amsterdam, Netherlands

June 2022 – August 2022

Business Development Internship

- Developed a spreadsheet to project revenues
- Created detailed profiles (personas) of potential clients to better understand their needs and preferences
- Conducted market research to gain a deeper understanding of the competition and identify potential opportunities
- Immersed myself in a new culture, both professionally and personally

Cary Stamp & Company, Tequesta, FL

May 2021 - July 2021

Wealth Management Internship

- Created and implemented spreadsheets to efficiently track and manage client information
- Attended industry conferences and prepared reports on potential investment opportunities
- Developed engaging and informative social media content for LinkedIn, Facebook, and Twitter
- Contacted insurers to update life insurance policies for clients
- Utilized the CRM platform to add new clients and send personalized birthday wishes

Douglas Elliman Real Estate, Palm Beach, FL

May 2019

Marketing/Sales Internship

- Assisted with open houses by greeting potential clients and assisting with set up
- Implemented the use of Instagram to streamline marketing efforts

Golden Cub Mini Golf, Jupiter, FL

May 2018-January 2019

Front Desk

- Provided excellent customer service, including food and drink service, to guests
- Managed payment and cash flow for each shift efficiently
- Supervised the opening and closing procedures to ensure a smooth operation
- Set up and supervised special events and parties to ensure a successful and memorable experience for guests

Palm Beach Lacrosse Clinic, Jupiter, FL

Summer 2017-2019

Coach

- Coached a team of 15-20 players in a competitive and collaborative manner

LEADERSHIP AND ACTIVITIES

Sigma Alpha Epsilon, Boulder, CO

September 2020-Present

Member, Housing Manager

- Coordinated pre-leasing efforts with property management companies
- Assisted members with the lease signing process and addressed repair requests
- Researched and analyzed potential new properties
- Developed and implemented a shared spreadsheet to track and manage maintenance issues efficiently

Rollins College Varsity Lacrosse, Winter Park, FL

August 2019-May 2020

Team Member

- Followed a rigorous NCAA Division 2 Lacrosse Schedule

Bronze Congressional Service Award

Summer 2015-Spring 2019

Community Service Participant

- Hurricane Irma Relief, Food for Haiti, Fleet Farming, counseling / coaching
- 465 total hours earned

SKILLS AND INTERESTS

- **Technical:** Proficient at Excel, PowerPoint, and Redtail CRM. **Bloomberg Market Concepts Certified**
- **Excel Skills:** Portfolio Optimization, Sensitivity Analysis, Binomial Option Pricing, Stock and Bond Valuation, Combination Lines, Real Estate Investment Calculations, Mortgage / Loan Calculations, Risk and Return Estimates, BS OPM
- **Interests:** Golf, snowboarding, lacrosse, water sports, music

DANIEL A. FUHR
BOULDER, CO, SENIOR PROJECT MANAGER
daniel.fuhr@colorado.edu, (808) 321-2168
linkedin.com/dfuhr

PROFILE

- Successful senior leadership experience as an entrepreneur and officer in the United States Army with several years of experience working in Special Operations producing quantifiable outcomes in complex environments
 - Dedicated, disciplined, creative thinking, team player who brings a desire to win and adds value to the organization
 - Consistently recognized for high integrity, workplace professionalism, and confident team command
-

EDUCATION

UNIVERSITY OF COLORADO BOULDER, LEEDS SCHOOL OF BUSINESS	Boulder, Colorado
<i>Master of Business Administration, Candidate</i>	<i>May 2024</i>
HARVARD BUSINESS SCHOOL ONLINE	Cambridge, MA
<i>Certificate, Credential of Readiness (CRe)</i>	<i>December 2015</i>
NAVAL POSTGRADUATE SCHOOL	Monterey, CA
<i>Master of Science Defense Analysis (Irregular Warfare)</i>	<i>December 2011</i>
UNIVERSITY OF MASSACHUSETTS	Amherst, MA
<i>Bachelor of Science Environmental Science</i>	<i>May 1999</i>

EMPLOYMENT & ACCOMPLISHMENTS

CAFE RED POINT	Colorado Springs, CO
<i>Founder</i>	<i>January 2016 – April 2022</i>

- Created a profitable business that was on track to become a repeatable and scalable model while staying focused on our long-term goals of impacting the wealth gap and the health crisis through creating honorable employment and providing products that contribute to overall health and wellness affordably, sustainably, and ethically
- Controlled over a quarter million dollar start up budget - experienced in working with realtors, architects, contractors, and government inspectors from site selection to build out to opening
- Managed a \$13,000/month payroll for ten individuals and allocated over a \$20,000/month budget for inventory and other expenses
- Basic experience in creating an income statement, balance sheet, statement of cash flows, managing a website, SEO, social media marketing, and organizing community activities

ACTIVE DUTY, UNITED STATES ARMY	Fayetteville, NC
<i>Army Officer</i>	<i>1999 – 2003, 2005 – 2015</i>

- Several years of experience working with groups of individual experts on developing detailed and specific plans to address strategic concerns - revised the entire Civil Military portion to include Annex K of Second Infantry Division's Campaign Plan, actively participated in key working groups for Special Operations Command Pacific
 - Experienced in timeline development, execution, contractor selection, bid process, scope of work development and analysis, progress assessment, final acceptance, and project funding - oversaw approximately \$38M of humanitarian aid projects completed in Iraq and strategic partner nations in Asia
 - Further developed ideas from Master's thesis to create a system of assessments and metrics that determined where and how to spend time and money; operations were quantifiably assessed and refined to most effectively and efficiently complete the objectives; this system was adopted and continued by follow-on units
 - Personally directed and controlled an annual travel budget through Defense Travel System as an approval authority that approached \$1M
 - Developed the vision - professionalism, maturity, competence - that focused the efforts of groups of up to 27 persons to achieve outcomes
-

PUBLICATIONS

- Cafe Red Point Cook Book, Amazon, October 30, 2018
- Bridging The Civilian-Military Divide, Colorado Springs Independent, November 9, 2016
- Measuring What Right Looks Like: A System in Developing Metrics for Tactical Level Units, Defense Technical Information Center, December 2011
- Dot-Com While Deployed, CrossFit Journal, April 2011

Chase Jacob

941-266-0801 / chasejacob@ufl.edu

LinkedIn: <https://www.linkedin.com/in/chase-jacob-91a3ba166/>

University of Colorado Boulder: May 2024

Degree: Master of Business Administration (MBA)

University of Florida: August 2021

Degree: Bachelor of Science, Sport Management

EXPERIENCE

Marketing Promotions Denver, CO
Denver Broncos Football Club



July 2021 -- Present

- Assist in Marketing, Corporate Partnerships, and Community Development departments.
- Demonstrated strong work ethic to strengthen fan base through executing Marketing, Corporate Partnerships, and Community outreach initiatives and events to the Broncos different marketing platforms.
- Exemplified the Broncos brand through efficiency, dedication, timeliness, and excellence.
- Strengthened fan satisfaction through extensive sponsorship events with corporate partners in events throughout Denver community and gameday promotions.
- Executed in-game activations with corporate sponsors such as Bud light, Ford, RE/MAX, BetMGM, UCHealth, Otter box, Grease Monkey, and Chevron.
- Assisted with high-profile Broncos alumni events such as Peyton Manning's and Mike Shanahan's Ring of Fame introduction by facilitating official NFL media in correct position for Manning's speech with John Elway and former coach John Fox.
- Assisted with many community outreach events with current Broncos players or alumni including but not limited to Justin Simmons, Patrick Surtain II, Dalton Risner, Steve Atwater, Rod Smith, and Mark Jackson.



Assistant Event Coordinator Bradenton, FL
IMG Academy

June 2018 – January 2021

- Assist in coordinating high profile/global sporting events throughout the year.



Athletics Communications Intern/Sports Information Assistant Gainesville, FL
University of Florida

February 2020 – August 2021

- Conduct marketing research for Gators Football and Gators athletes competing in the 2020 Tokyo Summer Olympics. Assist with marketing for Jordan Brand X Gators partnership.
- Conduct marketing research of former Gators Football players, coaches, and University of Florida alumni that are current NFL executives, coaches, and front office personnel/staff. Assist with composition of the 2021 Gators Football media guide, player/coach interviews, press releases, and digital media content.

JACK KELLY

1853 26th Street Boulder, Colorado
jkelly8295@gmail.com • 423-827-3433

EDUCATION

UNIVERSITY OF COLORADO BOULDER, LEEDS SCHOOL OF BUSINESS
Master of Business Administration

Boulder, CO
May 2024

UNIVERSITY OF SOUTH CAROLINA
Bachelor of Arts

Columbia, SC
May 2018

Minors in Economics, Chinese Studies

- Sims Scholar University Scholarship, Dean's List 2x
- Minors in Economics, Chinese Studies

EXPERIENCE

WORKSHOP LLC

Director of Real Estate & Property Management

CHATTANOOGA, TN
August 2021 – August 2022

- Collaborated with brokers to advertise and fill three vacant property listings
- Administered accounts payable and accounts receivable for eight different properties
- Provided company with array of real estate financial analysis and models

SOUTHERN HONDA POWERSPORTS

Finance Manager

CHATTANOOGA, TN
April 2020 – August 2021

- Headed a team of salespeople and provided customers with all payment information
- Finalized cash and finance deals between \$1,000 and \$30,000 while selling backend product
- Evaluated credit applications and analyzed over one thousand credit reports

GROUND FLOOR FINANCE

Investment Loan Advisor

ATLANTA, GA
September 2019 – March 2020

- Originated loans for real estate investment projects between \$75,000 and \$2,000,000
- Operated specifically in single family residential industry for homes up to \$1,000,000
- Negotiated rate and term length with clients for investments between 5% and 18%

COSTAR GROUP

Community Researcher

ATLANTA, GA
December 2018 – July 2019

- Researched leasing information from all 50 states across the United States
- Established an understanding of rental pricing based on different regional markets
- Averaged daily metrics in top 10% in every recorded category

PROFESSIONAL SUMMARY

SOUTHERN HONDA POWERSPORTS

Managerial Board Member

Chattanooga, TN
April 2020 – August 2021

- Represented finance department in board meetings discussing current status of dealership
- Cooperated with Honda Financial Services to expedite credit decision process and improve overall efficiency
- Created revamped pay structure with upper management to enhance compensation for coworkers and overall profit for dealership

SUMMARY OF QUALIFICATIONS

Written, Verbal, & Interpersonal Communication | Leadership | Market Research | Sales | Finance | Mandarin Chinese |
Microsoft Office | Credit Analyzation | Lead Generation | Negotiation | Loan Services | Real Estate | Strategy Formulation



VAISHNAVI PRABU

MBA CANDIDATE - ARCHITECT | URBAN PLANNER | REAL ESTATE PROFESSIONAL

A Self-motivated, enthusiastic consulting professional with work experience in the field of real estate advisory, urban planning & architecture. Proficient in feasibility analysis, financial modeling & cash flow analysis, market trend assessment, and project planning including strategic product positioning across various formats of real estate. I have worked on various bespoke assignments enabling clients to gauge a prospective strategy and its implementation. As a progressive team player, I believe that opportunities are best realized whilst in the company of people, for 'stars aren't constellations until observed together with a vision.

Personal

Name Vaishnavi Prabu
Email vaishnavi.prabu@colorado.edu
Telephone 303-414-3273
Languages English,Hindi,Malyalam,Tamil
Mailing address #4254, Monroe Drive, Unit A,
Boulder, Colorado - 80303
Immigration Status Canadian permanent resident,
willing to travel and relocate for
the right opportunity

Skills

Adobe Indesign ● ● ● ● ●
Adobe Photoshop ● ● ● ● ●
Adobe Illustrator ● ● ● ○ ○
MS Office(Word,Office,Powerpoint) ● ● ● ● ○
Sketch UP ● ● ● ● ●
Argus ● ○ ○ ○ ○

Interests



Travelling



Diversity, roots
& cultures
inspires me



Gain knowledge on
world history, Arch.
& city planning



Fitness &
Martial Arts
Enthusiast

Education

● Masters of Business Administration, Leeds School of Business

University of Colorado, Boulder (July'22 - May'24)

Specialisation in Real Estate and Sustainability

● Post-Masters Diploma in Urban Management and Development theories

Erasmus University, Rotterdam, The Netherlands (Sep'19 - Dec'19)

This course equipped us with skills to solve contemporary urban issues globally through progressive policymaking. The unique feature of the program is to use around the world comparative methodologies to discuss urban issues, policies and trends. **Academic writing on urban theories:** "Assessing urban water management through traditional and contemporary approaches - A case study of Chennai, India".

● Masters in Urban and Regional Planning

(Land - use specialization) CEPT University, Ahmedabad, Gujarat, India (July'14 - May'16)

Research thesis - "Assessment of global smart city indicators and develop index system in relevance to Indian context"- Where three proposed smart cities in India, with respect to 120 indicators each, assessed with benchmarks/parameters and ranked.

Regional Planning Studio (5.5 Million Inhabitants)

Mapping and delineation for a regional development plan for Ahmedabad - Gandhinagar Metropolitan region, 2015.

The Development plan, Himatnagar (100,000 Inhabitants)

Prepared a base map of existing and proposed land-use plan, incorporating the infrastructure, transport plans developed.

Ward development plan (High-density residential-commercial zone in Ahmedabad)

Strategies for slum rehabilitation and real-estate development through a cumulative PPP model involving TDR as a tool in a Local Area Plan for SP stadium.

● Bachelors in Architecture

Anna University, Chennai, Tamil Nadu, India (June'08 - April'13)

Honary, Awards & Organizations

● Presented paper in an International conference on Future smart cities held in Cairo, Egypt 2018 (IEREK) on "Assessment of global smart city indicators and develop index system in relevance to Indian context".

● Leeds School of Business - Gender Equity and Leadership Award Recipient (Full Scholarship Award - \$72,197)

● Urban Land Institute of Colorado - Etkins Johnson Scholar (October 2022 - Present)

Professional Certifications and Memberships

- Council of Architecture, India - Registration number (CA /2016/77133)
- NAIOP Commercial Real Estate Development Association (September 2022 - Present)
- CoreNet Global - The Global Association for Corporate Real Estate (September 2022 - Present)
- Pension Real Estate Association (October 2022 - Present)

Volunteer work & Short Courses

● Adventure Food Works (Student Consultant Program with Leeds School of Business) - Boulder, Colorado (September 2022 - Present)

The start-up focussed on Financial Modeling & Business Development - Strategically formulaze a ready-to-market business plan and creating key financial model and determine the best go-to market strategies for launching their product.

● Volunteered with Ahmedabad Municipal Corporation on Ahmedabad smart city mission, Gujarat, India (June '15- March'16)

Volunteered to procure data for "Area-based Development" project on non-motorised transport and In-situ Slum Redevelopment, collected primary data for indicators assessing the smart city through engaging citizen participation.

● Landscape Assessment of Gangtok Region - Sikkim, India (Summer School, May'15)

The course was directed to analyze the existing flora, fauna and scenic values through unique methods such as travel experiences mapping, memory maps, human-fauna interaction mapping to provide guidelines for conservation.

● City Management Practices and Governance in Smart Cities - Lavasa, Pune, India (Winter School, Dec '14)

The program's main area of focus was city planning, federal and local government models, land acquisition challenges, environmental and sustainability strategies, urban design. Gained exposure to utility management, capacity building, GIS and MIS - Performance outcome measurement and management, solid waste management, community development.

Experience

● Associate Consultant

Cushman & Wakefield, Chennai, India (March'21 - Jun'22)

- Preparation of diverse market reports pertaining to various assets classes in line with respective development scenarios and market potential
- Writing and publishing white paper reports on the company website for market intelligence
- Market trend assessment, portfolio expansions, project strategy planning and positioning.
- Asset monetisation strategies for redevelopment or greenfield townships.
- Project Management, including coordination and working with analysts and other Consultants.
- Financial modelling and cash flows

● Associate Consultant

CBRE South Asia Pvt. Ltd, Chennai, India (May'19 - Sep'19)

- Financial Modelling & Deliverable Management
- Database Management & Market research
- Preparation of proposal documents

● Assistant Professor

MARG institute of design and Architecture (MIDAS), Chennai, India (Jun'16-March'19)

Major Subjects Handled : Urban Design, Human Settlements & Planning, History of Architecture, Disaster Management.

Major Studios Handled : Urban Design & Architecture

- Prepare and deliver lectures
- Co-ordinate design studios & workshops

● Junior Architect

Saran Architects, Chennai, India (May'13 - June'14)

- Preparing and presenting design proposals
- Negotiating with contractors, monitor site work and advising clients

Projects Handled: Residential, Commercial, Urban Design.

● Intern Architect

Prasanth Associates, Calicut, Kerala, India (June'12 - Nov'12)

Projects Handled: Residential, Commercial, Urban Design, Urban renewal

Albert "Albie" Sherman

605 S Gilpin St Denver CO 80209

Albie.Sherman@colorado.edu • (954) 856-1770

<https://www.linkedin.com/in/albertsherman/>

PROFESSIONAL SUMMARY: Experienced real estate professional currently enrolled as a full-time MBA student at the Leeds School of Business. Seeking an internship for Summer of 2023.

EDUCATION

UNIVERSITY OF COLORADO BOULDER, LEEDS SCHOOL OF BUSINESS Boulder, CO
Master of Business Administration, Concentration in Real Estate & Finance August 2022 – May 2024

- Justin Brindley Memorial Fellowship Scholarship
- Gary A. Woods Fellowship Scholarship

UNIVERSITY OF NORTH FLORIDA
Bachelor of Music, Jazz Studies 3.81 GPA

Jacksonville, FL
August 2014 - May 2018

- Dean's List – Every Semester
- UNF Presidential Gold Academic Scholarship
- Florida Bright Future's Florida Academic Scholar

PROFESSIONAL EXPERIENCE

Eagle Enterprise Holdings, LLC
Real estate investment company specializing in single-family properties
Principal

Denver, CO
March 2020-Present

- Founded Denver based real estate investment company specializing in single family property acquisitions, financing, renovations, project management, and sales.
- Leverage network of brokers, wholesalers, MLS, lawyers, and other industry contacts to generate new business.
- Responsible for project budgeting, capital investments, and accounting for all improvements and expenses.
- Oversee project renovations by hiring and managing vendors, procurement of materials, and interior design.
- 15 properties acquired since 2020 with 11 sold, 2 actively under construction, and 2 added to long-term portfolio.

North Cherokee Partners, LLC (Part-Time)
Denver based Real Estate firm specializing in industrial & retail investments
Analyst

Denver, CO
January 2019 – December 2019

- Assisted in the evaluation of commercial property acquisitions and sales.
- Reviewed financial statements, lease agreements, tax records, and environmental reports during due diligence process.
- Conducted market data and analysis.

ARC Facilities (ARC Document Solutions ARC: NYSE)
Business Development - Northeast

Denver, CO
January 2019 – December 2019

CORPORATE TRAFFIC INC. –
Logistics Sales & Operations

Jacksonville, FL
February 2018- January 2019

GRADUATES

Seeking Full-Time Employment



LOUIS ABRAMOWITZ

214.499.7994 | louisabramowitz@gmail.com | www.linkedin.com/in/louis-abramowitz

PROFESSIONAL SUMMARY

Motivated MBA candidate and aspiring Real Estate professional with five years of sales, management and marketing experience in the technology and sports industries delivering results and exceeding goals. Passionate learner with a strong work ethic and ability to generate and execute innovative ideas.

EDUCATION

University of Colorado Boulder, Leeds School of Business

Boulder, CO

Master of Business Administration

May 2023

- Emphasis in Commercial Real Estate, Entrepreneurship, Finance
- 2023 MBA Class Vice President, Treasurer
- Affiliations: Graduate Real Estate Association (GREA), 2022-2023 GREA Vice President of External Affairs; Leeds Entrepreneurship and Programs (LEAP); Leeds Outdoor Industry Club (LOIC)
- Relevant Projects:
 - Colvin Real Estate Case Competition: Documented development process of Mission Ballroom in Denver
 - LOIC Consulting Project: Performed market research for Colorado Outdoors proposed Glamping site.

University of Texas

Austin, TX

Bachelor of Science, Physical Culture and Sports | Minor in Business

May 2015

- Emphasis in Marketing, Accounting, Business Law, Management Information Systems (focus on Excel), Sports and Social Media, Management of Physical Activity and Sports Programs

PROFESSIONAL EXPERIENCE

Mixed-Use/Commercial Development Intern | McWhinney, Denver, Co

May 2022 – Sept 2022

- Developed market research reports by utilizing tools like CoStar, on both existing and potential acquisitions related to mixed-use properties early in the development stages
- Used excel skills to create reports on construction cost and local development fees for master-planned communities and mixed-use projects to feed into pro formas

LouCo Renovations

Oct 2020 – Present

- Launched and grew home renovation business by identifying and implementing creative ways to obtain and retain customers and also gain referrals
- Developed unique understanding of residential real estate market while utilizing craftsman skills curated over time and building new skills while ensuring each job was done to completion

Corporate Sales Development Representative | OneSource Virtual, Dallas, Tx

Sept 2018 – Oct 2020

- Helped generate a total of \$4.8 million in revenue by developing innovative campaign to increase spend of existing customer base across territory that spanned 33 states from the upper Midwest to South.
- Use a variety of sales techniques and tools like Salesforce, SalesLoft to find opportunities for HR Services that align with the Workday Enterprise System, including Payroll Support and Software Implementation

New Membership Representative | FC Dallas, Frisco, Tx

July 2016 – June 2018

- Used sales tactics to increase revenue like cold calling, face to face, and planning and executing sales campaigns
- Expanded revenue with season ticket memberships to the general public and businesses alike
- At time of departure, Top 5 in sales based on revenue and seats sold

Account Executive | Connect DFW, Irving, Tx

Feb 2016 – June 2016

Account Trainee | Octagon, Houston, TX

Sept 2015 – Feb 2016

AFFILIATIONS & TRAINING

- NAIOP Colorado Chapter, ICSC, CoreNet Global
- A.CRE, Financial Model in Commercial Real Estate Accelerator – Completed

KEY SKILLS

Technical: CoStar, Salesforce CRM, SalesLoft, Seamless AI, Microsoft Office (Word, Excel, PPT), Social Media platforms (Facebook, Twitter, Instagram, SnapChat), Mac and PC Savvy, Google Cloud Computing
Gallup Strengths: ANALYTICAL. INCLUDER. IDEATION. SELF-ASSURANCE. ARRANGER

John Morgan Ahlering
999 South Logan, Denver, CO 80209
Cell: (619) 818-2469 · E-mail: johnmahlering@gmail.com

EDUCATION

Texas Christian University, Fort Worth, TX
AddRan College of Liberal Arts
Bachelor of Science in Political Science

Class of May 2016

EXPERIENCE

Premier Roofing

Multi-Family Project Manager

Denver, CO

September 2020- Present

- Managed the time, cost, schedule, and production of multi-family projects in the Denver market.
- Completed FY21 construction projects two weeks earlier than the estimated project completion date while maintaining a 52% average profit margin.
- Developed and managed subcontractor database for Denver, Fort Collins, and CO Springs divisions.
- Inspected the quality of work by contractors ensuring that all standards (federal, state, and company) were followed.
- Coordinated permitting process and scheduled inspections with local municipalities.
- Developed relationships and conducted post-construction walk-throughs with property managers and Homeowners associations.
- Identified new subcontractors and developed relationships resulting in six new contractors working for Premier's Multi-Family division.

Irvine Company

Research Analyst

Irvine, CA

March 2019 – April 2020

- **Market Research:** Performed quantitative and qualitative market research focused on trends and demographics to provide key insights to senior executives. Analysis informed strategic decisions for targeted market-specific strategies and increased portfolio occupancy to 96.2%.
- **Data Analysis:** Gathered, interpreted, and analyzed data to provide operational, financial, and strategic insights to executive leadership.
- **Marketing Business Analytics:** Responsible for initial development and modifications of lease attribution model for the purposes of identifying ROI by channel and optimizing investment allocation.
- **KPI Reporting:** Responsible for developing and maintaining marketing KPI report, measuring operational and digital marketing performance across the Irvine Company Apartment portfolio.
- **Research:** Led compliance research on AB-1482 (rent control) for ICAC apartment division and created a database utilized by asset managers to adjust pricing across our 65,000 unit portfolio.

Irvine Company

Field Operations Coordinator

San Diego, CA

March 2018- March 2019

- Supervised installation of AT&T fiber and provided guidance to technicians to adhere to Irvine Company standards and protocols for 3,000 units in the San Diego market.
- Completed fiber installation project at the Del Rio Apartment Complex (767 Units) with 99% resident satisfaction, under budget, and 8 weeks earlier than the target completion date.

Round Feather Inc.

Research Associate

San Diego, CA

Dec 2016 - Dec 2017

- Assisted with business development by creating project timelines, communicating with potential clients to secure future business, as well as coordinate existing client relations.
- Learned the fundamentals of working and managing teams, customer experience design, and market research.

SKILLS & INTERESTS

- Microsoft Office Suite: Word, PowerPoint, Project & Excel
- Tableau
- OSHA 10 Certified
- HAAG Certified Inspector
- Analysis for Office
- SPSS, Qualtrics
- Golf Instruction-First Tee
- 14ers / Hiking
- Skiing

Juan Manuel Arriaga Chavez

2915 Baseline Rd 429A, Boulder, CO, 80303

<https://www.linkedin.com/in/juan-arriaga>

(720) 369-3675

juar5198@colorado.edu

PROFESSIONAL SUMMARY

Commercial real estate, finance, data analytics, property acquisitions, team management, and sales focused. Four years of professional management experience in automotive retail for 7 car brands. Advanced skills in Microsoft Excel and the MS Office suite. Comfortable doing financial modeling and market analysis for real estate investments. Confident at project management, managerial coordination, presenting at all levels, performance analytics, quality audits, and customer care.

EDUCATION

UNIVERSITY OF COLORADO, LEEDS SCHOOL OF BUSINESS

Boulder, Colorado, United States

Master of Business Administration, Concentration in Real Estate and Finance

August 2021 – May 2023

- Leeds School of Business Merit Award and Deming Center for Entrepreneurship Scholarship

MONTERREY INSTITUTE OF TECHNOLOGY AND HIGHER EDUCATION

Toluca, Mexico, Mexico

Bachelor of Arts, Business Creation and Development

August 2013 – December 2017

- Certificate of International Management, emphasis in project management.

- Pforzheim University

Pforzheim, Baden-Württemberg, Germany

March 2016 – August 2016

- International Business Study Abroad, emphasis on Asia Pacific business practices.

- Ritsumeikan Asia Pacific University

Beppu, Oita, Japan

April 2015 – September 2015

PROFESSIONAL EXPERIENCE

GRUPO TOLLOCAN (automotive dealership group and business conglomerate).

Toluca, Mexico, Mexico

Coordinator of Customer Care and Quality

September 2019 – May 2021

- Received the Best Nissan Dealership in Mexico award by PWC (2019, 2020).
- Excelled among the Top 10 National Dealer's for Nissan, Buick, GMC, Cadillac, and Hino. (2019, 2020, 2021).
- Optimized the key performance metrics of 800 people at 17 locations while leading 6 Brand Quality Managers and 2 Career Development Coordinators. Achieved a 30% increase in customer retention.
- Implemented the digitalization of customer experience, business management and quality assurance during the pandemic.
- Attained over 95% of the objectives set for dealer customer satisfaction standards for two years in a row across all 7 of the group's brands. Received full quality certificates in the audits performed by PWC and Deloitte (2019, 2020).
- Fostered dealer relations with the corporate management of Nissan, Infiniti, Hino, Chevrolet, Buick, GMC, and Cadillac.

Nissan Quality Manager

October 2018 – August 2019

- Led 6 Nissan dealerships to achieve their objectives in quality and customer satisfaction.
- Achieved incentive policy changes, representing all Mexican stores as a liaison for the Nissan Dealer's Association.

Quality Processes Administrator

January 2018 – September 2018

- Worked as an internal auditor and reported results as chief host for audits performed by PWC.
- Analyzed and redesigned the key activities related to customer satisfaction for all departments at a Nissan dealership.

Founder (self-employed) AHIMSA (entrepreneurial venture)

December 2016 – July 2021

- Sold 16,500 services. Started 3 new businesses, generating \$368K USD of additional profits in automotive repair shops.
- Pioneered ozone sanitization, hydrogen decarbonization and nitrogen inflation services for automotive vehicles.

LANGUAGES Fluent in English & Spanish, basic domain of French & German. Top 1% learner in the world (Duolingo).

VOLUNTEER WORK

April 2017 – March 2019

Senior Adviser of the Private Sector at the Mexican National Commission for Natural Protected Areas

Was elected and awarded voice and one of 16 votes at the council for the Nevado de Toluca National Park and the Lerma Wetlands Preserve in the state of Mexico. Negotiated policy reforms to ensure ecological alignment. (96 hours)

INTERESTS AND HOBBIES

Real estate, A.CRE Accelerator, sustainability, social responsibility, environmental stewardship, veganism, entrepreneurship, organic agriculture, polyglotism, ecological design, sci-fi, cycling, hiking, meditation, and yoga.

Lucas Burns

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Lucas.burns@colorado.edu • (425) 315-2464
[linkedin.com/in/lucasburns](https://www.linkedin.com/in/lucasburns)

PROFESSIONAL SUMMARY: A military veteran and MBA candidate with over 10 years of leadership experience working in various Emergency Response organizations at both the local and federal levels, seeking a position in Commercial Real Estate Finance. Excels in project management and enjoys building teams to accomplish goals. Strong quantitative proficiency in financial analysis, modeling, and budget management.

EDUCATION

UNIVERSITY OF COLORADO BOULDER, LEEDS SCHOOL OF BUSINESS Boulder, CO
Master of Business Administration, Focus in Commercial Real Estate Finance *May 2023*

- **Leadership:** GPSG Finance Committee Chair, CUSG Finance Board Member, University of Colorado CFO Search Committee, Leeds School of Business Dean Search Committee,
- **Activities & Awards:** Social Impact Consultant on EcoProducts Market Assessment Project, MBA Peer Coach for three MBA Candidates.
- **Relevant Courses:** Rocky Mountain Commercial Real Estate Case Competition, Commercial Real Estate Finance & Economics, Investment Management and Analysis, Commercial Real Estate Law, Statistics, Commercial Real Estate Sustainability.

GRAND CANYON UNIVERSITY Phoenix, AZ
Bachelor's Degree, Emergency Management and Public Safety *June 2017*

- Gained relevant field experience by working concurrently in the United States Coast Guard as a part of an Emergency Management Team.

PROFESSIONAL EXPERIENCE

BROE REAL ESTATE GROUP Denver, CO
Commercial Real Estate Construction Management Intern *May 2022 – October 2022*

- Managed assigned projects related to the development of an eight-story core and shell high-rise in the Denver Metro Area and the redevelopment of a life sciences space in Longmont.
- Assigned projects included the coordination and installation of EV charging stations; the implementation of a parking solution for the Cherry Creek Project; and conducted research on environmental ratings for commercial real estate developments in the Denver Metro Area.
- Conducted market research on the industrial sub-markets in the Denver Metro area.

YMCA OF NORTHERN COLORADO Longmont, CO
Board Member Intern *Jan 2022 – July 2022*

- Managed the development and implementation of policy related to the Emergency Response Plan and Shelter Activation for the Longmont YMCA. Plan was adopted at the association level.
- Worked with local partners and community stakeholders to develop a plan that represented the interest of all parties involved.
- Presented the 16-page plan to YMCA Board members and local stakeholders.

UNITED STATES COAST GUARD Port Angeles, WA
Aviation Electrical Technician 3rd Class *May 2018 – April 2021*

- Advanced from Non-rated E3 position to Rated E4 position responsible for leading up to 5 subordinates in daily tasking.
- Flown as part of a MH65 Aircrew in response to Search and Rescue missions which resulted in 1 life saved and 2 lives assisted.
- Conducted electrical and avionics systems troubleshooting on MH65 Helicopter during the transition from analogue to digital systems.

Non-Rate E3 San Francisco, CA
Incident Management Division *October 2015 – May 2018*

- Oversaw use of Electronic Assets Logbook and communication with senior level management to resolve discrepancies on USCG naval assets.

- Worked in Incident Management Division responding to maritime incidents as part of the response team. Completed Incident Command Systems qualifications to include Situation Unit Leader and DIV/Group Supervisor.
- Recruited as member of DEOMI Action Team which examined local unit practices surrounding personnel and provided recommendations to command for improvement.

SNOHOMISH COUNTY FIRE DISTRICTS

Firefighter/EMT-B

Stanwood, WA
October 2010 – July 2015

- Developed unique leadership style relating to emergency and acute stress environments.
 - Provided professional and exceptional customer service in accordance with department values.
-

ADDITIONAL INFORMATION

- **Skills:** Argus, Excel, R Programming, A.CRE Real Estate Financial Modeling Accelerator
- **Volunteerism:** Military Outstanding Volunteer Medal, Surfrider Ocean Conservation Organization (2019), YMCA Certificate of Volunteerism Appreciation (2018), B.R.A.V.E Foundation Guatemala (2012).
- **Certifications:** Pillars of Wall Street Advanced Financial Modeling Certification, Procore Construction Management Tools Owner Certification, Aviation Electrical technician “A” School (2018), Firefighter 1/HAZMAT Operations (2012), EMT-Basic (2011), USCG Incident command systems, 300 & 305 (2016-2017).
- **Diversity Equity Inclusion:** Barney Ford DEI Scholarship VP of Donations; Attended ANSO Leadership & Diversity Symposium to help improve Naval practices surrounding the recruitment and retention of diverse populations in the military; Air Station Port Angeles Leadership Diversity Advisory Council responsible for the support of local DEI initiatives.
- **Recent Books:** The Five Disfunctions of a Team by Patrick Lencioni; Liar’s Poker: Rising Through the Wreckage on Wall Street by Michael Lewis; Born to Run by Christopher McDougall; How to Avoid Climate Disaster by Bill Gates.

Natalie Ezra

nbezra@gmail.com | 303-579-8301 | Denver, CO

Objective

Class of 2023 MSRE candidate with over two years of relevant experience in project management. Developed technical skills in various software's including Bluebeam, Excel financial modeling, Autodesk, CoStar, Argus, and various preconstruction estimating software. Excellent written and verbal communication. Possess a hunger to continually learn new skills by taking on different challenges.

Education

University of Colorado Boulder 2022 - 2023

Master of Science in Real Estate

University of Colorado Boulder 2016 - 2020

Bachelor of Science in Architectural Engineering

Relevant Experience

Koelbel and Company – Denver, CO

Development Assistant: November 2022 - Current

- Attend weekly OAC meetings for various development project and following up with critical items.
- Creating and updating various asset development proformas that the company is pursuing.

JE Dunn Construction - Denver, CO

Project Engineer: May 2020 – May 2022

- Managed interior finish trade partners on the Anschutz Health Sciences Building included reviewing pay applications, change order pricing, submittals, and scheduling.
- Coordinated and conducted various meetings such as Owner Punch Walks and trade coordination meetings.
- Prepared various documentation including writing and distributing OAC meeting minutes, submitting requests for information from the design team, and writing formal notifications to onsite trade partners.

Project Intern: May 2019 – July 2019

- Assisted with bid package buyout; solicited sub-contractors for bids for the Anschutz Health Science Building.

Preconstruction / Project Intern: June 2018 - August 2018

- Assisted in preforming exterior take-off quantities using Revit and calling for subcontractor initial pricing for Cherry Hills Country Club Renovation and Addition 100% SD Estimate and Colorado Center for Personalized Medicine 100% SD Estimate.

Beltzer Bangert & Gunnell LLP – Denver, CO

Office Intern for BBG Law Firm: July 2019 – August 2019

- Aided the law partners with litigation cases and reviewed contracts for various clients.

The Beck Group - Denver, CO

Preconstruction Intern: May 2017 – August 2017

- Focused on preconstruction assisted in the schematic design preconstruction cost estimates. Successfully developed various bid tabs and followed up with the subcontractors for pricing.

Saunders Construction - Denver, CO

Preconstruction / Marketing Intern: June 2016 - August 2016

- Assisted in preconstruction and marketing activities.

Jesse Frazier

8860 Westminster Blvd. Westminster, CO. APT 551, 80031
225-278-6754 | jeffr7855@colorado.edu
linkedin.com/in/jesse-s-frazier

SUMMARY: Military Veteran, Master's candidate, and experienced relationship builder with five years of experience driving growth and working cross-functionally. Empathetic leader with excellent interpersonal and problem-solving skills, and a proven record of leading teams and ensuring customer satisfaction.

EDUCATION

University of Colorado Boulder Present
MS Real Estate Student

Louisiana State University (LSU), Baton Rouge, Louisiana December 2017
BS, Marketing with a Sales Concentration.

HONORS: Stephenson Entrepreneurship Institute Fellow, Tuition Opportunity Program for Students (TOPS) Mid-level award Recipient. Dean's List (2 semesters).

EXPERIENCE

Army National Guard, 1LT rank - Military, Covington, Louisiana November 2011 – Present

- Managed \$4 million in projects during 2021 deployment to OIR/OSS from 08FEB21 to 15DEC21. Lead 42 Soldiers through the deployment, with a 100% return home rate.
- Responsible for and maintained accountability of over \$25 million worth of Horizontal Engineering Equipment during deployment to OIR & OSS.
- Officer in charge of the Baton Rouge Food Bank Operations during the COVID Relief operation. Packaged and Distributed 50,000 boxes of food totaling \$1,250,000.
- Completed BCT & AIT as an 11B (infantryman).
- Completed OCS & EBOLC and commissioned as an Engineer Officer.

Territorial Sales Manager – Demlow Marketing, Houston, Texas December 2017 – August 2020

- Managed the State of Louisiana, handling over 100 accounts while generating new business monthly.
- Oversaw network of 10 distributors to create new business opportunities with end users.
- Trained and assisted the sales representatives to market our products and sell over the competition.
- Lead our Demlow sales team with the single largest Clorox 360 sale of \$135,000 at 33 units.

Business Development Intern - TraceSecurity, Baton Rouge, LA December 2016 – December 2017

- Developed new business leads in the sales department by cold calling 120 new people a day.
- Won three intern group competitions for lead generation.

Teller - Campus Federal, Baton Rouge, Louisiana November 2012 – May 2016

- Provided outstanding customer service, handled cash/check transactions and drawer auditing.
- Promoted to Operational Systems and Support (OSS) dept. operated system, installed upgrades.

SKILLS, ACTIVITIES & SERVICE

Certifications & Training: Military Leadership Schools / Professional sales, CoStar Certified.

Transferable Skills: Leadership, Communication, Decision making / Problem solving, Project Management, Logistics, Financial Modeling in Excel Spreadsheets, ARGUS Modeling, Real Estate Underwriting.

Volunteer service: Volunteer for the OIR & OSS deployment with 1022nd Engineer Vertical Construction Company (EVCC) in 2021. Pi Kappa Alpha's philanthropy is St. Jude's Children Hospital. Raise money through events on LSU's campus. Required to do 10 hours community service through Job.

Ty Hardin

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William.Hardin@colorado.edu • (317) 496-9538
[linkedin.com/in/hardinty](https://www.linkedin.com/in/hardinty)

PROFESSIONAL SUMMARY: MBA candidate with 3 years of investment and portfolio management experience. Empathetic team – player with strong analytic skills

EDUCATION

UNIVERSITY OF COLORADO BOULDER, LEEDS SCHOOL OF BUSINESS Boulder, CO
Master of Business Administration, Concentration in Entrepreneurship & Real Estate May 2023

- **Activities & Awards:** Merit-based scholarship

INDIANA UNIVERSITY, KELLEY SCHOOL OF BUSINESS Bloomington, IN
Bachelor of Science, Business, Major in Finance (Real Estate) May 2018

- **Commercial Real Estate Workshop:** One of 40 students selected to participate in rigorous training workshop where members presented weekly cases in teams to industry experts covering topics such as brokerage, appraisal, development, and valuation
 - **Study Abroad:** London School of Economics – London, UK (Management and Communications)
-

PROFESSIONAL EXPERIENCE

WARM SPRINGS HOLDINGS Boulder, CO
Family office, value-add multifamily real estate investment firm (\$200M AUM)
MBA Real Estate Analyst Intern May 2022 – August 2022

- Underwrote potential acquisitions of value-add multifamily properties, conducted market comparison research, and participated in decision meetings
- Created ad hoc analysis and reports at CEO's request relating to portfolio value appreciation and refinance outcomes, potential recessionary impacts upon the portfolio, tenant default risk, utility reimbursements, and property redevelopment potential
- Sourced and evaluated potential replacement portfolio management platforms and provided summaries and recommendations to senior staff
- Participated in weekly project management meetings related to the redevelopment of a senior housing facility into a multifamily complex in Greeley, CO

INVESQUE, INC. Carmel, IN
Publicly traded commercial real estate investment firm focused on senior housing and medical office properties
Analyst – Portfolio Management October 2018 – July 2021

- Analyzed performance of 121 senior housing/medical office properties in the US and Canada, engaging in monthly calls with senior staff of 20 operators and presenting performance trends to management staff on quarterly basis
- Served as relationship lead for six real estate portfolios, encompassing four operating partners and 14 properties (\$162M value)
- Conducted financial analysis related to monthly/quarterly trends, portfolio refinancing, JV portfolio restructuring/operator transitions, and ad hoc analysis for management staff
- Worked closely with SVP staff and legal counsel, aided negotiation of \$37M master lease restructure with national senior housing operator and exclusively prepared approval materials to be submitted to CIO
- Managed internal performance metric workbooks for use in public reporting and earnings announcements
- Led five-person team in creation and integration of new internal portfolio management analysis platform

ENVOY, INC. Indianapolis, IN
Private commercial real estate development and construction management company
Development Coordinator Intern May 2017 – August 2017

- Performed financial analysis of development projects, site selection and market research, assembled RFPs and investor reports, and led the effort to create an editable detailed “birds eye view” of project statuses/expense estimates in Excel
-

EXTRACURRICULAR ACTIVITIES

GRADUATE REAL ESTATE ASSOCIATION September 2021 – Present
Student-led organization providing networking, educational and service opportunities within the real estate profession
Vice President – Student Affairs & Development April 2022 – Present

- Curate and facilitate internal and peer-to-peer education with a focus on Excel modeling, underwriting and industry knowledge
- Assist club president and other board members with various duties including coordinating external events and networking

URBAN LAND INSTITUTE – COLORADO ETKIN SCHOLARS PROGRAM October 2022 – Present
One of 20 students selected from Colorado universities for a program designed to immerse participants into Colorado's real estate industry

- Participate in ULI Colorado events and committees, and volunteer and network with ULI members
- Attend exclusive student scholar events and gain insights from new project tours and industry leaders' advice

Stephen Hatch

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<https://www.linkedin.com/in/stephen-hatch-457688194/>

EDUCATION

UNIVERSITY OF COLORADO BOULDER, LEEDS SCHOOL OF BUSINESS Boulder, CO

Master of Science in Real Estate

August 2022 – May 2023

- **Specialized Skills:** R Studio, Financial Statement and DCF Modeling
- **Activities & Awards:** Wall Street Prep – Financial Statement and DCF Modeling
- **Relevant Courses:** Real Estate Economics, Corporate Finance, Quantitative Methods in Real Estate, Real Estate Finance, Accounting

UNIVERSITY OF COLORADO BOULDER, LEEDS SCHOOL OF BUSINESS Boulder, CO

Bachelor of Science, Business Administration – Emphasis in Real Estate *August 2018 - May 2022*

- **Specialized Skills:** Google Analytics Certification, Google Ads Certification
- **Activities & Awards:** GPA – 3.48, Dean's List Spring '21
- **Relevant Courses:** Real Estate Economics, Real Estate Law, Real Estate Tech., Principles of Real Estate, Finance & Investment Analysis, Marketing R&A, Fundamentals of Financial Analysis, Investment & Portfolio Management

PROFESSIONAL EXPERIENCE

TAG MULTIFAMILY

Tulsa, Oklahoma

Real Estate Group based in Oklahoma focused on adaptive reuse projects in the multifamily space.

Project Manager

March 2022 – August 2022

- Oversaw and collaborated on the construction and management of three adaptive reuse multifamily projects in Oklahoma.
- Constructed budgets and financial models for the construction and renovation of complexes.
- In March of 2022 was offered a position to continue at a higher level than the previous internship within the company.
- **Useful Skills:** Project Management, Communication, Financial Modeling & Understanding, People Management

Project Manager Intern

May 2021 – August 2021

- Superintended the rebuilding of damaged fire suppression systems in an adaptive reuse multifamily project in Tulsa, Oklahoma.
- Lead a team of three and recommended design adjustments and general critiques, or enhancements to the overall project.
- Became initially familiar with the details of the larger portfolio of properties.
- **Useful Skills:** Team Management, Team Leadership, Reporting, Organization, Construction, and Construction Management

BROOMFIELD SOCCER CLUB

Broomfield, Colorado

Soccer Coach

August 2020 – Present

- Coached U8 Boys for four seasons and transitioned to U9 Girls for two seasons.
- **Useful Skills:** Team Management, Excellent Leadership, Coaching & Mentoring, and Effective Communication.

FINISH LINE

Boulder, Colorado

Sales Associate

October 2018 – May 2019

- Helped customers by responding to inquiries and locating products.
- Kept the store clean and orderly to maintain a professional appearance.
- **Useful Skills:** Customer Service, Active Listening, Conflict Resolution, Effective Communication.

Liza Horner

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liza.horner@colorado.edu • (818) 879 - 3336

<https://www.linkedin.com/in/liza-horner/>

PROFESSIONAL SUMMARY Motivated MBA student with a track record of proven success in analysis and efficient business improvements in the media industry. Excellent interpersonal and problem-solving skills with a strong focus on business analytics. Seeking to put my analytical and creative strengths towards roles in data analytics.

EDUCATION

UNIVERSITY OF COLORADO BOULDER, LEEDS SCHOOL OF BUSINESS Boulder, CO
Master of Business Administration, Concentration in Business Analytics *May 2023*

- **Leadership:** Co-President of the Leeds Outdoor Industry Club, member of Data Analytics, Finance and Marketing clubs.
- **Activities & Awards:** MBA Scholarship both years.
- **Relevant Courses:** Customer Analytics, Product Management, Operations, Strategy, Accounting, Finance, Marketing, Statistics, Economics, Investment Management, Supply Chain, Procurement and Real Estate.

MIAMI UNIVERSITY OF OHIO Oxford, OH
Bachelor's Degree in International Studies, Minors in Spanish and Economics *May 2019*

- **Activities & Awards:** Redhawk Excellence Scholarship all four years.
- Studied abroad in Madrid, Spain, with all coursework taught in Spanish, and lived in a Spanish homestay.

PROFESSIONAL EXPERIENCE

UNIVERSITY OF COLORADO BOULDER, LEEDS SCHOOL OF BUSINESS Boulder, CO
Graduate Office Receptionist *October 2022 – Present*

- Manage front desk operations for faculty, students, and guests in an office of 15 employees and 300 students.
- Assist in all aspects of program support including direct customer service, research projects, admissions support, running office events and maintaining a professional appearance in the office.

SINCLAIR BROADCAST GROUP: TENNIS CHANNEL New York, NY
Inventory Yield Analyst *June 2019 – January 2022*

- Maximized revenue by exceeding quarterly delivery targets for 40+ clients by providing analytics-based recommendations for commercial inventory management system.
- Improved on-air efficiency by generating daily reports to collect actual vs. budgeted placement data that informed weekly business decisions to directly benefit both the client and the network.
- Managed inventory demands and improved client relationships by creating packages to monetize highly rated inventory and improve impression delivery for clients by at least 10%.
- Trained new Ad Sales Assistant and created benchmark training document for all future use.

Promoted from Ad Sales Assistant, April 2020

- Managed commercial advertisement deals for multiple teams by allocating and branding units, inputting packages, mastering the company software system, and communicating with advertising agency clients.

PLAYLIFE CO. Los Angeles, CA
Digital Media Assistant *September 2015 – December 2017*

- Improved site traffic by over 150% by updating and formatting the website (www.playlifeco.com), helped to establish and manage company social media feeds.
- Assisted president in organization and efficiency by creating presentations, marketing decks, and spreadsheets for events, and scheduling client meetings.

ADDITIONAL INFORMATION

- **Technical skills:** Strong experience working in Excel. Actively learning R and SQL.
- **Additional Trainings:** Past: Pillars of Wall Street Financial Modeling Boot Camp. Current: Google Data Analytics Professional Certificate, DataCamp and LinkedIn Learning SQL, R and Python certifications.
- **Entrepreneurship experience:** Launched a successful local apparel company with MBA peers. Responsibilities include finance, sales data and trend analysis, and partnerships.

Alexander Jacobs

2734 Juniper Ave • Boulder, CO
Alexander.Jacobs@Colorado.edu (617)-312-8117

PROFESSIONAL SUMMARY: Business professional with success in the Real Estate and Financial Services industries. Currently pursuing an MBA to expand my skillset and abilities to make a larger impact on a great company.

EDUCATION

UNIVERSITY OF COLORADO BOULDER, LEEDS SCHOOL OF BUSINESS Boulder, CO
Master of Business Administration, Concentration in Finance and Data Analytics *August 2021 - May 2023*
Relevant Courses: Corporate Finance, Economics, Data Analytics, Real Estate Finance
TULANE UNIVERSITY, A.B. FREEMAN SCHOOL OF BUSINESS New Orleans, LA
Bachelor of Science in Management, Marketing and Business Law *May 2015*

PROFESSIONAL EXPERIENCE

UBS Boulder, CO
Client Services Associate *July 2021-Present*

- Part time work during Business School, assisting wealth management professionals with client operations
- Servicing high net worth individuals to ensure they have reports and information needed
- Perform extensive research and analysis and present summaries to wealth advisors to relay to their clients

Hometap Equity Partners Boston, MA
Investment Manager *March 2020-April 2021*

- Key member of the investment team making investments in homes across the country
- Consistently exceeded sales targets of more than 20 transactions per quarter as an Investment Manager
- Work with 25-50 homeowners at a time, analyze and finalize transactions for qualified homeowners
- Build trust with homeowners in order to convey the Hometap model of how we make home ownership less stressful, as well as pitch the benefits of a Hometap Investment along with how we compare favorably to more traditional financing options

SquareFoot, Inc New York, NY
Director *January 2018-February 2020*

- Successfully negotiated over 20 transactions totaling more than \$400,000 in revenue
- Responsible for attaining new business, managing clients and negotiating deals with landlords
- Managed a small team of associates teaching them on how to navigate the NYC market
- Director for a team consistently eclipsing quarterly sales and revenue targets
- Achieved a promotion from Associate Director after one year with the company
- Ran financial analysis for clients in order to advise companies on important Real Estate decisions
- Manage and organize client expectations throughout entirety of the transaction by compiling listings data, conducting office space tours, drafting strategic offer letters and leading lease negotiations with assist from legal counsel

Octagon McLean, VA
Talent and Properties Sponsorship Sales Manager *December 2016-January 2018*

- Key member of the North American Sales & Marketing Group responsible for selling sponsorships
- Strategically connected Octagon clients with brands in order to form successful marketing campaigns
- Created and activated complex partnerships between Octagon athletes and companies
- Built presentations detailing Octagon assets and partnership opportunities for sponsorship proposals
- Responsible for selling title sponsorships for various Octagon properties and events
- Generated sales & prospect leads for a variety of Octagon clients and properties
- Recruited collegiate golfers across the country, including at the US Amateur Championship
- Facilitated and attended pitch meetings to attain new golf clients at universities

Volunteer work: Team For Kids- Marathon runner and fundraiser, Habitat for Humanity- Contributed to rebuilding the City of New Orleans post Hurricane Green Light New Orleans- Distributed energy efficient light bulbs to households in need.

Skills: Microsoft Excel, R, Sales

Jeff Loucks

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www.linkedin.com/in/jploucks

PROFESSIONAL SUMMARY: Results oriented critical thinker and MBA candidate looking to apply skills in strategy development, forecasting, data analytics and trend evaluation to the real estate investment industry. Excellent interpersonal, teamwork and problem-solving skills with a strong focus on continuous improvement and growth.

EDUCATION

UNIVERSITY OF COLORADO BOULDER, LEEDS SCHOOL OF BUSINESS Boulder, CO
Master of Business Administration, Concentration in Real Estate *May 2023*

- **Activities & Awards:** VP of the Graduate Real Estate Association, Recipient of the 2023 Tom Thibodeau Academic Award
- **Relevant Courses:** Real Estate: Finance, Economics, Law, and Case Studies; Investment Management and Analysis; NAIOP Rocky Mountain Challenge
- **Summer 2022 Internship:** EverWest Real Estate Investors

CENTRAL MICHIGAN UNIVERSITY Mt. Pleasant, MI
Bachelor of Science, Concentration in Music Education *Dec 2009*

PROFESSIONAL EXPERIENCE

Denver Marriott Tech Center – Sage Hospitality Denver, CO
Director of Revenue Management *Mar 2019 – May 2020*

- Increased market share by 9% through adjustments in pricing and group strategies, 300% of target.
- Collaborated with Director of Sales to restructure mix of business resulting in exceeding rooms budget by over \$700K and catering budget by over \$1M.
- Managed four process improvement projects which created an additional \$80K in revenue and saved 30 hours in labor per week.
- Enriched hotel's volunteer committee, increasing hours volunteered by 300% and participation by 200%.

Stonebridge Companies Denver, CO
Corporate Regional Revenue Manager *Jul 2018 – Feb 2019*

- Designed and developed The Jacquard Hotel and Rooftop's total revenue generation strategy.
- Exceeded hotel's opening budget by 4% and achieved market share goals within six months of opening.
- Assembled revenue reports and models used to identify future risk and provide opportunity to mitigate.

Sage Hospitality Denver, CO
Area Director of Revenue Management *Feb 2014 – Jul 2018*

- Achieved budgeted revenue and market share targets for all assets through adjustments in revenue strategy and selective risk taking; portfolio consistently led the company in total market share growth.
 - Communicated with senior leadership and shareholders; presented hotel performance and market data to outline areas of risk and opportunity.
 - Trained and developed revenue analysts.
 - Promoted from revenue manager to director in 2015; promoted to area director in 2017.
-

ADDITIONAL INFORMATION

- Skills: Excel, forecasting, demand planning, and Microsoft Office Suite.
- Avid outdoorsman, including hiking, archery, and snow shoeing.
- Member of NAIOP, PREA and ICSC.

Ezra McPhail

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www.linkedin.com/in/ezramcphail

EDUCATION

UNIVERSITY OF COLORADO BOULDER, LEEDS SCHOOL OF BUSINESS Boulder, CO
Master of Business Administration, Concentration in Real Estate *May 2023*

- **Activities:** ULI Responsible Property Investor Product Council, President – Graduate Real Estate Association, Finance Club
- **Competitions:** 2021 Colvin Case Study Challenge – 1st Prize, 2023 ULI Hines Student Case Competition, 2023 NAIOP Rocky Mountain Challenge
- **Scholarships:** Capstone Advisors Real Estate Scholarship, ULI Etkin Student Scholar '21, ULI Etkin Graduate Fellow '22

UNIVERSITY OF MINNESOTA DULUTH, LABOVITZ SCHOOL OF BUSINESS AND ECONOMICS Duluth, MN
Bachelor of Business Administration, Concentration in Marketing *June 2016*

PROFESSIONAL EXPERIENCE

Treeline Real Estate Partners Denver, CO
Acquisitions Analyst Intern *Jan 2022 – Present*

- Underwrite free-and-clear, loan assumption, and preferred equity deals on Core+ Multifamily assets ranging from \$30 - \$120M in the sunbelt markets
- Present market and sub-market level research and trend analysis in investment committee meetings for existing and potential new markets
- Assisted in successfully closing \$98.25M of Class A Multifamily

Billups Denver, CO
Media Planner *Nov 2018 – July 2021*

- Developed, supervised, and executed 50+ clients' Out of Home (OOH) national advertising strategies worth upwards of \$2MM in ad spend
- Stewarded relationships with 75% of 50+ clients through high touch, proactive outreaches generating an additional \$10K in incremental ad spend
- Advised a team of 4 how to leverage Excel formulas and pivot tables to expedite client deliverables reducing turnaround time by 5%
- Demonstrated a new strategy deck that streamlined OOH media plan proposals to the entire company of 45+ employees and C-level management
- Trained a team of 4 on how to overlay ESRI data into our mapping software to visually show our clients where our target demographics live and how they travel

Haworth Marketing + Media Minneapolis, MN
Media Strategy Planner *Oct 2017 – Nov 2018*

- Supervised a team of 14 media channel members across 4 clients developing communication strategies and tactical recommendations to client budgets ranging from \$15K - \$2MM per campaign
- Conducted weekly check-ins with media channels to ensure campaign recommendations fulfilled clients' Key Performance Indicators (KPIs)
- Led bi-weekly status calls to review 15+ brands under the DICK's Sporting Goods (DSG) umbrella to ensure current media strategies aligned with corporate KPIs
- Presented comprehensive media campaign proposals to C-level executives of DSG, University of Minnesota Health, Behr, and Conn's Home Goods

ADDITIONAL INFORMATION

- Certifications: A.CRE Accelerator Certification; CoStar; ARGUS (in progress)
- Skills: Advanced Excel real estate modeling, forecasting, Microsoft Office Suite, R, RealPage, CoStar
- Avid adaptive sit-skier, backpacker, and home chef

Maggie Mills

margaret.j.mills@colorado.edu 720-561-1436 <https://www.linkedin.com/in/maggie-mills/>

EDUCATION

University of Colorado Boulder Leeds School of Business *Current GPA of 3.7* **August 2022 to May 2023**
Masters in Commercial Real Estate

- Relevant course work: corporate finance, real estate finance, investment and risk management, real estate law

University of Colorado Boulder Leeds School of Business *GPA of 3.9* **August 2018 to May 2022**

Bachelor of Science in Business Administration with an emphasis in Marketing and a Minor in Technology Arts and Media

- Recipient of the Marketing Student Excellence Award
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PROFESSIONAL EXPERIENCE

RMI Healthcare Real Estate Advisors *Intern* **February 2023 to Present**

- Conduct market research, prepare portfolios of prospective properties, update system records

Swimming With Maggie *Founder and Owner* **May 2016 to Present**

- Independently created private business and developed unique curriculum that is tailored to students by age
- Instructed 60 half-hour group and individual lessons per week with students ranging from 6 months to 80 years old

University of Colorado Boulder Leeds School of Business *Teaching Assistant* **August 2020 to Present**

- Selected through a competitive process by Mary Beth Lewis (former CFO of Noodles and Company) to assist with creation of assignments and auditing data files.
- Gathered census data and ran multiple regressions to help create new assignments for students
- Helped manage interactive websites and classroom technology, while overseeing remote/in person classes

Marina Pool Spa and Patio *Sales Associate and Marketing Director* **May 2015 to August 2022**

- Processed and fulfilled over 200 electronic orders per shift from company website, Ebay, and Amazon
- Managed marketing campaigns in store, on company website, through email, on Google, and on social media by creating carefully curated content to target specific consumers in our target segments
- Measured the success of each marketing campaign through Google Analytics and in Constant Contact

Red Rocks Country Club *Supervisor, Lifeguard, and Private Swim Instructor* **May 2016 to May 2020**

- Fostered children's comfort and love of water through group and individual lessons to strengthen swim abilities
- Managed 15 lifeguards, monitored chemical and mechanical operations for a 150,000-gallon pool

Mills Schmitz Halstead Zaloudek, LLC *Executive High School Internship Program* **August 2016 to August 2017**

- Worked under multiple disciplines of the law including civil litigation, Guardian Ad Litem, and real estate law
 - Researched legal issues, filed pleadings electronically in state and federal courts using Pacer, ECF, and E-filing tools
-

EXTRACURRICULAR ACTIVITIES

NAIOP Rocky Mountain Challenge *Competitor* **2023 to Present**

CU Boulder Real Estate Club *MSRE Chair* **2022 to Present**

NAIOP and Developing Leaders *Member* **2022 to Present**

CU Boulder Swim Team *Nationals Qualifier* **2018 to 2022**

Alpha Phi Sorority *Philanthropic Committee Chair* **2018 to 2022**

SKILLS

- Estimated completion of Colorado Real Estate License in May of 2023
- Completed Costar certification and 3-Day ARGUS Enterprise software training
- Proficient in Microsoft Word, Excel, and Power Point
- Marketing skills: Certified in Google Analytics and Google ads. Experience with Squarespace, Glitch (a virtual reality platform), Social Studio, SEMRUSH, Constant Contact, Procreate, Photoshop, Illustrator, and RStudio

Hunter R. Pinkalla

Hunter.pinkalla@colorado.edu

414-640-2405

N6061 N Helenville Rd.
Helenville, WI 53137

Education:

UNIVERSITY OF COLORADO-BOULDER - Boulder, CO
Master of Real Estate

May 2023

MARQUETTE UNIVERSITY - Milwaukee, WI
Bachelor of Science in Business Admin.
Major: **Finance**

May 2022

RELATED EXPERIENCE:

Construction Services/Project Manager
Lake Home Resident Services, Hartland, WI

May 2018 - Aug. 2022

- Created a local business to provide lake home residents with custom projects.
- Provided passionate services to gain customer loyalty.
- Formed and managed teams of up to 5-workers for certain projects.

Customer Service
ENTERPRISE RENT-A-CAR, Waukesha, WI

Dec. 2016 - July 2017

- Transported vehicles from headquarters to various locations to get serviced.
- Provided customers with fast and friendly transportation to their homes or next destination.
- Kept a clean workspace, alongside cleaning and maintaining vehicles.

Special Events Team
HOLIDAY INN, Pewaukee, WI

May 2016 - Oct. 2016

- Provided clean and quality services when setting up for meetings, and weddings.
- Served and communicated with customers to make sure they were getting the best service possible.

ACTIVITIES:

Volunteer
BOYS & GIRLS CLUB OF AMERICA, Milwaukee, WI

Jan. 2019 - May 2019

- Tutor and mentor for students ages 5-17.



DAVID JAMES SCHAU

DAVID.SCHAU@COLORADO.EDU

(262) 358-0870

CV:



I am a 2nd year MBA candidate at the University of Colorado Leeds School of Business studying real estate and finance. I will be graduating in May of 2023, and will be seeking positions in capital markets or value-add development, with a preference to the hospitality and entertainment asset classes. Prior to enrolling at CU, I worked for the #1 ranked sports stadium general contractor, where I learned operational excellence in many facets of design-build. Please see my online curriculum vitae at www.djschau.wordpress.com. I am open to travel, relocate, or expatriate.

EDUCATION

MBA – FINANCE & REAL ESTATE

University of Colorado

Candidate - Class of 2023

B.S – ARCHITECTURAL STUDIES

B.S – TECHNICAL MANAGEMENT

Southern Illinois University

Class of 2014

CREDENTIALS

- Licensed Real Estate Broker
- A.CRE Certification
- Argus Certification (2023)
- CoStar Hospitality Certificate
- NAIOP Certificate of Finance
- OSHA 30
- Red Cross CPR Certified
- 650 GMAT / 156 LSAT

AWARDS

- DANIEL KIND SCHOLARSHIP
50% (\$35,000) Tuition Scholarship
- PROJECT OF THE YEAR 2019
Sika Enclosure Building Products
- ETKINS SCHOLAR
ULI Colorado
- COLVIN CASE COMPETITION
(Writing Sample) Available in CV

SKILLS & INTERESTS

- BIM and VDC Management
- Real Estate Excel Modeling
- Argus Modeling (2023)
- Construction Document Development

- Architecture Enthusiast
- Urban Planning Blogger
- WSET Sommelier
- Bareboat Sailing Certified
- Mountain Biking & Skiing Adventurer
- 1200 Ranking in Chess (career high)
- Avid Guitar Player

WORK EXPERIENCE

PROJECT ADVISOR

WT PARTNERSHIPS – SUMMER INTERNSHIP

MAY 2022 – CURRENT

- Currently assisting with procurement of a DBFOM consortium on the New Aloha Stadium project.
- Special Projects consultant on the Public-Private Partnership advisory team.
- Valued a ground lease for Nevada State College's new athletic complex project.
- Assisted on various construction estimating projects in concept, DD, and CD phases.

ASSISTANT PROJECT MANAGER

MORTENSON CONSTRUCTION

FEBRUARY 2020 – AUGUST 2021

- Evaluated drawing package issuances and verified millions of dollars of change order requests.
- Oversaw the completion of 4,000 architectural punch list items on a \$100m stadium addition.
- Managed two insurance claims against defaulted enclosure subcontractors.
- Managed 3 direct reports to complete BIM modeling and lift drawings for 150 concrete pours.
- Assisted with management and budget allocation of a \$40m concrete package.
- Developed team processes for QA/QC inspections for various enclosure and concrete trades.

PROJECT ENGINEER II

MORTENSON CONSTRUCTION

APRIL 2018 – FEBRUARY 2020

- Spent majority of time in the field directing construction work and completing QA Inspections.
- Directly responsible for procurement and quality of concrete and enclosure materials.
- Developed a 16-month long project schedule for multiple different contractors and trades.
- Created punch list procedure with Architect by utilizing a new software platform.
- Ensured all material tests were completed per specification standards.

PROJECT ENGINEER

NORTHERN BUILDERS INC.

JULY 2015 – APRIL 2018

- Only project engineer on a \$75m minor league baseball stadium construction project.
- Managed the BIM coordination for all MEP trades on design-build contracts.
- Developed scope and contracts for +\$10m worth of construction work.
- Responsible for distribution of all submittals, RFIs, and drawing package issuances.
- Leadership rotation program in estimating and field operations.

PROJECT LIST

- 2023 – NEW ALOHA STADIUM
Honolulu, Hawaii
- 2021 AUGUST – ENROLLED IN MBA PROGRAM
Boulder, Colorado
- 2020 MARCH – ST. LOUIS MLS STADIUM
\$500m Project - St. Louis, Missouri
- 2019 JULY – MIZZOU END-ZONE REDEVELOPMENT
\$100m Project - Columbia, Missouri
- 2018 APRIL – CHASE CENTER ARENA
\$1.4B Project - San Francisco, California
- 2016 OCTOBER – IMPACT FIELD
\$75m Project - Chicago, Illinois
- 2015 JULY – VARIOUS CHICAGO RESTAURANTS
Fogo de Chao, Kings Bowling, Stefani's Prime, Park Tavern

EXTRA CURRICULAR

- ARGUS ENTERPRISE CERTIFICATE
Exam in March 2023
- CERTIFICATES OF HOSPITALITY INDUSTRY ANALYTICS
STR's CHIA, and AHLEI's CAHTA
- A.CRE EXCEL MODELING CERTIFICATE
Adventures in Commercial Real Estate
- NAIOP CERTIFICATE OF FINANCE
Real Estate Development Finance
- COSTAR REAL ESTATE ANALYTICS CERTIFICATE
Attained Through MBA Course Curriculum
- RELOCATOR.US
Author of Urban Planning Blog
- HABITAT FOR HUMANITY VOLUNTEER
Global Village & HYPE Board Member

Tim Dickson

Denver, Colorado – (714) 609-0332 – Timothy.Dickson@colorado.edu

Education

University of Colorado at Boulder, Leeds School of Business
MBA Candidate 2023

May 2023

University of Colorado at Boulder
Bachelor of the Arts: Political Science and Communication

May 2015

Professional Experience

CRL Associates, Inc

11/2022 – Present

Intern

- Assisting with market and regulatory research for current and prospective clients
- NDA political research and consulting

Air Communities

5/2022 – 8/2022

Government Affairs and CSR Intern

- Advised senior staff on legislators and legislation affecting operations in key markets
- Conducted neighborhood outreach to secure community support for PUD approval
- Provided market research to CSR teams to inform company-wide sustainability policies

Blue West Strategies

9/2015 – 8/2021

Founder

Biden/Harris 2020 – Political and Senior Outreach Director

- Organized and led three constituency engagement events per week for key communities of interest, working with national and local leaders in a remote setting

Political Organization – Research Associate

- NDA political redistricting research project

Bernie 2020, Colorado – Statewide Field Director

- Designed, implemented, and managed an all-volunteer statewide field plan adopted by national field staff across Super Tuesday states
- Activated, trained, and managed 30+ field teams, building a significant outreach presence across Colorado
- Conducted a statewide volunteer activation tour, presenting to audiences of 50 - 300

Our Colorado Way of Life – Statewide Field and Research Director

- Designed and implemented six successful recall defense field plans against partisan recall efforts using a combination of strategic direct action and traditional field outreach
- Provided managerial oversight on a staff of 80+, with four direct reports, logging 170,000+ door-to-door contact attempts

Dave Young for Colorado – Campaign Manager

- Spearheaded all aspects of a statewide campaign, including robust earned media and paid communications program to overcome a \$1,000,000 spending deficit
 - Significantly increased digital fundraising efforts averaging \$2,000 - \$3,000+ donations per week
-

Additional Information

Interests: Hiking, backpacking, fly fishing, skiing, and playing with my dog Ruby

Service: Boulder Open Space and Mountain Parks; Arrive in Kenya: Renewable Energy Volunteer