



Resume Book

Undergraduate Students with Emphasis in Real Estate

Class of Spring, 2022

(*Opted in students)

For more information:

Angela Gorbold

Program Manager

CU Real Estate Center

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Brendan D Ahlbeck

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EDUCATION

University of Colorado Boulder – Leeds School of Business

May 2022

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

Relevant Courses: Finance and Real Estate Senior Seminar, Real Estate Finance and Investment Analysis, Real Estate Development, Real Estate Economics, Corporate Finance, Investment and Portfolio Management

Cumulative GPA: 3.18

EXPERIENCE

BDO USA, LLP | Chicago, IL

Summer 2020 & Summer 2021

Real Estate Valuation & Business Analytics Intern

- Prepared commercial real estate appraisal reports to fulfill various clients' needs.
- Developed valuation opinions through Discounted Cash Flows, Sales Comparison, and Cost approaches to come up with a fair market value for various types and uses of properties across the US.
- Conducted intensive market research to create fair and accurate assumptions for the opinion.
- Adjusted several variables in the valuation models to account for differences in the comps and subject.
- Reviewed additional appraisals to verify their information represent a fair market value of the property.
- Met deadlines for valuation projects to get them checked over and sent to the audit team for review.

Medinah Country Club | Medinah, IL

2017 - 2018

Caddy

- Assisted hundreds of members with strategic advice around the course regarding playing conditions, cleaning equipment, and tracking results.
- Developed communication and networking skills through relationships with a diverse group of members and employees.
- Acknowledged for outstanding care and interpersonal skills by members and staff of the club.

LEADERSHIP AND ACTIVITIES

Real Estate Club | Boulder, CO

2019 - Present

Member

- Learn about several different real estate fields and to connect with industry professionals and peers.

Club Golf Team | Boulder, CO

2019 to Present

Participant

- Diverse group of individuals who share a passion for golf and compete in tournaments around the area.

Investment Club | Park Ridge, IL

2015 - 2018

Treasurer

Rustic Pathways | Cusco, Peru

Summer 2017

Volunteer

- Built water purification and collection systems to provide purified water to a remote village in Peru.

SKILLS AND INTERESTS

ARGUS Enterprise Software Training

December 2021

Advanced Excel Modeling for Real Estate Analysis

December 2021

Technical: Proficient at Excel, Word, PowerPoint, ARGUS, and CoStar.

Interests: Passion for golf, snowboarding, Chicago sports, traveling to other counties and learning about their history and culture.

NATALIE BERRY

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

EDUCATION

University of Colorado Boulder – Leeds School of Business August 2019 – May 2022

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

GPA: 3.4/4.0

University of Denver – Daniels School of Business September 2018 – June 2019

Coursework toward Bachelor of Science in Business Administration with an emphasis in Marketing

GPA: 3.9/4.0 Dean's List: Fall, Winter, and Spring Quarter

WORK EXPERIENCE

SVN Commercial Real Estate Firm, Denver, CO – Marketing Research Intern May 2021 – Present

- Conducts market research on investment property sales using CoStar, Crexi, and Reonomy to identify comparable properties.
- Implements a process to organize and track 1000+ bounce back emails using excel and updating Zoho.
- Creates property descriptions for retail, office, & net-leased investment properties for portfolios to inform investors of new opportunities.

Cain Travel & Events, Boulder, CO – Business Development Intern June 2021 – August 2021

- Conducted research on mid-size firms' corporate travel programs to generate lead lists of potential clients through HubSpot.
- Gained interpersonal communication skills by conducting calls and exceeding a quota of over 200 per day.
- Managed the distribution and organization of past clientele to ensure smooth transition of 500+ data instances.

The Veloz Group, Los Angeles, CA – Content Strategy Intern January 2021 – June 2021

- Conducted market research for Thirty Minute Mentor Podcast and Beverly Hills Chairs.
- Promoted podcast by reaching out to social media influencers and other professionals to gain brand exposure.

Centerpeace Career Development, Denver, CO – Marketing Intern January 2021 – May 2021

- Developed first quarter marketing strategies and programs to examine target market and increase engagement.
- Tracked data analysis such as follower growth and content performance to maximize overall traffic on our platforms.

Brothers Redevelopment, Denver, CO - Emergency Housing Application Program Team Intern July 2020 – October 2020

- Evaluated COVID emergency housing relief applications to determine client qualification.
- Enhanced website efficiency by developing online checklists to help clients understand application requirements.

Renee C. Frink Society, Ashland, OH - Social Media Intern, Manager of Engagement June 2020 – August 2020

- Composed relevant posts on platforms on social media to develop brand awareness and attract customers.
- Analyzed reports on the performance of social media campaigns and presented key findings to management.

LEADERSHIP AND ACTIVITIES

Real Estate Case Competition, Boulder, CO - Presenter September 2020 – Present

- Creates detailed analysis of multiple real estate investment opportunities; presents recommendations to executives within the industry.
- Received 3rd place at BASCOM Case Competition and qualified for the Cornell Case Competition.

Real Estate Club, Boulder, CO - Active member Fall 2019 – Present

- Gain knowledge of real estate through guest lectures by industry leaders and visits to local real estate developments.
- Develop relationships with local brokers and real estate companies.

Women in Business Club, Boulder, CO - Active member January 2020 – Present

- Attend networking events and speaker panels from executives in various industries.
- Inspire local middle school students to get involved in business by expanding their knowledge of the industry.

Kappa Kappa Gamma Sorority, Boulder, CO - Event Committee Assistant August 2019 – Present

- Manage social media accounts with over 5,000 followers to promote our community involvement and sisterhood.
- Assist in planning and executing philanthropy events, formal events, and alumni networking events.

SKILLS AND ADDITIONAL INFORMATION

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- **Technical:** Advanced Microsoft Excel, Powerpoint, and Office Certification, proficiency in Adobe Suite and Adobe Illustrator.
 - **Systems & Applications:** CoStar, Reonomy, Crexi, Zoho, Buildout, and HubSpot.

Era Bislimi

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EDUCATION

University of Colorado Boulder – Leeds School of Business

May 2022

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

Certificate in Global Business and Social Responsibility and Ethics

- **Relevant Courses:** Real Estate Principles, Real Estate Economics, Real Estate Finance, International Business Management, International Marketing, International Operations, Communication Strategy, Mathematical Analysis in Accounting and Finance, Operations Management, Data Analysis, Microeconomics and Macroeconomics.
- **Honors and Awards:** One Soul Scholar, APS Vista Scholar.

Korea University – Study Abroad

Spring 2021

Completing Requirements for International Business Certificate

- **Relevant Courses:** International Business Relations, International Business Language, Global Diversity

LEADERSHIP & EXTRACURRICULARS ACTIVITIES

Real Estate Club, Boulder, Colorado

Fall 2018- Present

Student Representative

- Represent a community that provides insight into the Real Estate industry and offers networking opportunities and advising sessions to enhance knowledge of the Real Estate industry.
- Partake in Real Estate treks to different cities to explore potential career opportunities and cultivate relationships with industry professionals (in the Real Estate sector)

Diverse Scholars Program, Boulder, Colorado

Fall 2018-Present

Student Representative

- Represent a diverse community in the Leeds School of Business in order to constitute for diversity in the business industry.
- Mentor first-year students of diverse backgrounds to promote networking opportunities and introduce students to different available resources.

Leeds Peer to Peer Mentoring, Boulder, Colorado

Fall 2019-Present

Mentor

- Utilize leadership, collaboration and problem solving skills to mentor two first year students and help them navigate through first year experiences through their transition to the Leeds School of Business
- Provide young audience with direction and counseling with emotional support.

Multi-Cultural Business Student Association, Boulder, Colorado

Fall 2019-Present

(Member since Fall 2019)

- A community where students gather and network with professionals in the business industry and explore potential opportunities available to students from diverse ethnic backgrounds.
- Promote and participate in local volunteer opportunities to connect with community while utilizing adaptability and communication skills to raise awareness of events.

EXPERIENCE

Macy's, Aurora, Colorado

October 2020 - Present

Merchandise Associate

- Provided excellent customer service in an extremely busy environment with attention to detail, handled cash transactions, utilized math skills by balancing the register nightly, help reorder inventory and monitor inventory.
- Played key role in success of store business by and making sure we meet the daily goal of sales and training new hires.
- Possess ability to perform all technical and soft-skill requirements for the position to company standard.
- Work environment has created character development through time management, critical thinking, communication and motivation.

SKILLS

- **Computer/Software Skills:** Google Suite (Proficient), Mac Operating Software (Proficient), Microsoft Office (Proficient), Social Media (Proficient), ARGUS (completing in December, 2021)
- **Language Skills:** Albanian (Fluent), English (Fluent)

PERSONAL ACHIEVEMENTS

- Part of the Top 10 with the highest GPA in my graduating high school class.
- First generation college student

Jacqueline Cao

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EDUCATION

-
- University of Colorado Boulder – Leeds School of Business** May 2022
- Bachelor of Science in Business Administration with a Dual Emphasis in Real Estate and Management
 - Social Responsibility and Ethics Certificate
- Korea University** | Anam, South Korea Feb '21 - Jun '21

WORK EXPERIENCE

-
- Coldwell Bank** | Boulder, Colorado Oct '19 - Jul '21
- Administrative Assistant for Leslie Oldham*
- Created marketing materials including digital emails and promotional flyers to efficiently maintain existing customer base and cultivate new client relationships
 - Conducted business with homebuyers by scheduling appointments in MLS and leading home tours to deliver on Leslie's home sales goals and client experience expectations
 - Organized real estate contracts to abide by real estate commission guidelines
 - Wrote up inspection objections for clients to effectively negotiate to satisfactory terms of contract
 - Due to COVID-19, adapted to restricted residential real estate policies and implemented new procedures
- EXCEL Summer Bridge** | Boulder, Colorado Jun '20 - Jul '20
- Tutor / Teacher Assistant / Mentor*
- Applied proficient knowledge of Microsoft Excel to help students through class and homework problems
 - Led students through their first college class experience, helped create community, and was readily available as a mentor to students
- Cold Stone Creamery** | Thornton, Colorado Feb '18 - Oct '19
- Shift Leader*
- Oversaw store cash flow by monitoring cash and credit transactions and balanced the register nightly
 - Monitored product inventory to ensure sufficiently stocked products and executed recorders as necessary
 - Trained 15+ new hires on POS, standard operating procedures, and customer service standards in order to provide for a consistently exceptional customer experience within our store

EXTRACURRICULARS AND VOLUNTEER

-
- Real Estate Club**, Boulder, Colorado Aug '19 - Present
- Student Representative*
- Participate in weekly meetings to discuss industry trends, networking opportunities, plan professional development opportunities, and obtain ARGUS certification
 - Represent Leeds CUREC to company executives in the 2021 NYC Real Estate Trek
- Leeds Peer to Peer Mentoring**, Boulder, Colorado Aug '19 - Present
- Mentor*
- Guide college students through class schedule registration, extracurricular involvement selection, and tutoring services in order to enhance their college experience and increase student retention
- Diverse Scholars Program**, Boulder, Colorado Aug '18 - Present
- Student Representative*
- Participate in professional development series, mentor first year members, attend retreats, network with employers, and ultimately represent the diverse student population at Leeds
- Vietnamese Central Baptist Church** | Edgewater, Colorado May '16 – Aug '18
- Youth Group President*
- Executed 50+ person events by coordinating venues, budgets, and attendee payments in order to effectively provide community building experiences for youth group members

TECHNICAL SKILLS

Language: Vietnamese (Fluent), Spanish (Intermediate)

Software: Google Suite (Proficient), Mac Operating Software (Proficient), Microsoft Office (Proficient)

SAM J. DEVEREUX

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EDUCATION

University of Colorado Boulder – Leeds School of Business

Expected May 2022

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

Cumulative GPA - 3.35

- **Relevant Courses:** Senior Seminar in Finance, Investment & Portfolio Management, Corporate Finance, Corporate Accounting, Math Analysis in Business, Communication Strategy, Computational Reasoning

EXPERIENCE

Zayo Group, Boulder, CO

June 2021 - Current

Access Planning and Optimization Summer Analyst, Intern

- Created over 1,000 active expense reports in Salesforce totaling over \$60,000 spent by the company with over 98% accuracy
- Performed detailed analysis on tracking each data center address for the company's most recent acquisition, Indiana Fiber Network, leading to over \$3,000 in savings
- Responsible for keeping the Network-to-Network Interface tracker up to date by keeping all listed expenses up to date by deactivating over 100 unnecessary expenses

Ride High Surfing, Santa Rosa Beach, FL

April 2021 - June 2021

Director of Marketing, Instructor

- Founding employee of a Hydroelectric Foil Surf instruction company that instructed individual and group lessons to a wide range of customers
- Built a marketing strategy, designed flyers, and created signs to increase the brand awareness resulting in 20 new clients
- Utilized Intuit QuickBooks to design the company's payroll to ensure accuracy in payments to all employees and all expenses are accounted

Papa John's Pizza, Highlands Ranch, CO

September 2017 - August 2019

Pizza Delivery Driver, In-Store Worker

- Created over 300 pizzas per day while ensuring timely delivery and customer satisfaction in a fast-paced work environment leading to having the most efficient store within our zone
- Provided excellent customer service in order to increase customer retention while also properly managing company finances to prevent any fraud

First Financial Equity Corporation, Centennial, CO

August 2017 - May 2018

Financial Intern

- Worked under Joe Yanofsky, learning customer management techniques, stock market analysis, and professional communicative strategies to pitch and retain any possible clients
- Delivered a final pitch to executives within the company as if they were potential clients to display my improvement

INVOLVEMENT & VOLUNTEER WORK

Tau Kappa Epsilon, Boulder, CO

January 2020 - January 2021

Treasurer

- Managed a budget of over \$200,000 for a variety of committees and oversaw each transaction under the fraternity to prevent any debt
- Awarded "Top TKE" for running one of the most efficient and successful chapters in the nation
- Implemented all financial decisions for 128 members while effectively communicating with other executive board members and addressing any questions or concerns

Leeds Investment & Trading Group, Boulder, CO

January 2019 - March 2020

Club Attendee

- Generated stock recommendations for portfolios by analyzing and discussing current market events and financial news to eliminate strong risks and play into market trends
- Participated in an exclusive educational basic trading program to develop financial literacy and study key investment strategies allowing me more insight into different trading models, such as swing trading

SKILLS & ADDITIONAL INFORMATION

- Technical Skills: Proficient in Microsoft Excel (VLOOKUP & Pivot Tables), Proficient in Microsoft Powerpoint, Financial Management (CAPM Model)
- Interests: Stock market, investment real estate, football, basketball, hiking, golf, working out, and spending time with friends and family

Reid Ervin

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EDUCATION

University of Colorado Boulder – Leeds School of Business

May 2022

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

Cumulative GPA 3.43

Relevant Course Work: Real Estate Finance, Real Estate Economics, Real Estate Internship, Real Estate Seminar, New Venture Creation, Competitive Strategy, Critical Leadership Skills, Micro & Macro Economics

EXPERIENCE

Brokerage Intern, Jones Lange LaSalle (JLL)

June 2021-August 2021

- Developed spreadsheets of financial service companies in Colorado utilizing Pivot Tables to establish and measure market trends.
- Performed cash flow analysis to determine optimal capital deployment resulting in lower effective rent rates and updated amenities for client.
- Toured properties and networked with market experts to gain in-depth knowledge of the drivers in the Denver commercial real estate market.
- Performed detailed analyses of properties to provide customized expertise and recommend optimal properties to suit client preferences.
- Stacked buildings to assist with pipeline development.

Owner & Operator, Reid's Gutter and Yard Service, Denver, CO

May 2019-Present

- Created marketing campaigns using social media, print and word of mouth referrals resulting in a thriving small business that exceeded revenue expectations.
- Responsible for operation and management of company including equipment management, business development and scheduling.
- Expanded business operations by 346% from year one to year two with over 50 clients.
- Utilized the online platform Nextdoor to receive referrals cutting marketing cost to zero.

Team Supervisor, Clearwater Direct Marketing Solutions, Denver, CO

September 2017-January 2018

- Responsible for warehouse logistics and distribution of fine art and marketing materials.
- Managed team members to complete a variety of tasks.

RELEVANT CLUBS/LEADERSHIP

Real Estate Club Board Member, University of Colorado Boulder

September 2019-Present

- Director of Marketing & Events within the Real Estate Club
- Network and learn from leaders in the industry
- Communicate and market club to fellow students

Professional Mentorship Program, Leeds School of Business

September 2019-Present

- Network and build relationship with industry professionals

SKILLS & INTERESTS

Knowledgeable in Microsoft Excel & Word

Familiar with Argus

Competed in Cornell Real Estate Case Competition

Competed in Villanova Real Estate Case Competition

Enjoys: Skiing, Mountain Biking, Fly Fishing, Rafting, Pi Kappa Phi Fraternity

Chiara Giannella

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EDUCATION

University of Colorado Boulder, Leeds School of Business Expected May 2022 *B.S. in Business Administration with a dual emphasis in Finance and Real Estate and a minor in Leadership Studies* • **GPA 3.547**

Leeds Scholars Program

- Selected for a rigorous honors and professional development co-curricular business program • Program involves technical and qualitative workshops with industry leaders and professional partners, mentoring, community outreach, and global experiential opportunities

Relevant Licenses

- Real Estate Salesperson License (California), Notary Public License (Colorado)

WORK EXPERIENCE

Real Estate Analysis & Presentation Case Competition September 2021 to Present *Analyst Boulder, CO* • Acted as an analyst while learning to model commercial real estate investment deals and transactions through valuation methods such as waterfalls and proformas and completing market, site, unit mix, and sensitivity analyses • Presented findings to a senior analyst panel and placed first in the Sherman Miller and BASCOM competitions **ACI Apartments** May 2021 to July 2021 *Junior Associate / Intern San Diego, CA* • Completed an average of 50-60 cold calls an hour with the goal of obtaining the business of potential buyers or sellers of multifamily properties

- Utilized CoStar and the MLS to find comparable properties, create reports, and compute monthly averages in GRM, Capitalization rates, and price per square footage of sold properties in each zip code of San Diego County • Collaborated with a broker and senior associate to successfully assist in the lead generation process by locating contact information for property owners of 0-30 units in San Diego County

Black Iron Development June 2020 to August 2020 *Real Estate Intern La Jolla, CA* • Worked with the development team to add insight to property development and buying decisions while assisting in the creative process for new unit design and focusing on zoning analysis and project feasibility • Performed market analysis to create rent surveys in order to find comparable apartment complexes to successfully appraise and value individual units ultimately modernizing and restoring multi-family properties

LEADERSHIP AND ACTIVITIES

Real Estate Club August 2020 to Present *Member Boulder, CO* • Learn the fundamentals of real estate and connect with professionals in the field through biweekly meetings **Kappa Kappa Gamma Fraternity** September 2019 to December 2021 *Director of Wellness Boulder, CO* • Participated in philanthropic events to raise money for mental health organizations and worked on a team to coordinate with the university and spearheaded events such as Mental Health Week held within the chapter **Tinfish Advertising Consulting Project** January 2020 to May 2020 *Analyst South Africa (remotely)* • Successfully collaborated with eight team members around the globe to analyze and overhaul the website for Lewis Stores Company, the biggest retailer in South Africa, in partnership with Cape Town-based advertising company • Researched trends within the industry, conducted a SWOT analysis, and collected data from thriving companies to develop three key solutions to raise revenues and web traffic for the company; presented findings over Zoom **Social Impact India Outreach Project** September 2019 to April 2020 *Secondary Consultant Boulder, CO* • Created a business plan for a social impact project in collaboration with nonprofit Momentum Global • Sourced materials and evaluated supply chains for a product that raises funds to support school-aged girls in India

ADDITIONAL INFORMATION

Skills: Experienced user of the MLS, CoStar, Point of Sale systems, MS Word, MS Excel, and Google Platforms

Trainings: Boots on the Ground Real Estate Investment Training May 2019, Advanced Excel Workshop 2019

Interests: Love for writing, performing, and listening to music and practicing mental and physical health and wellness

Chiara Giannella

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EDUCATION

University of Colorado Boulder, Leeds School of Business

Expected May 2022

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

- **GPA 3.547**

Leeds Scholars Program

- Selected for a rigorous honors and professional development co-curricular business program
- Program involves technical and qualitative workshops with industry leaders and professional partners, mentoring, community outreach, and global experiential opportunities

Relevant Licenses

- Real Estate Salesperson License (California), Notary Public License (Colorado)

WORK EXPERIENCE

Real Estate Analysis & Presentation Case Competition

September 2021 to Present

Analyst

Boulder, CO

- Acted as an analyst while learning to model commercial real estate investment deals and transactions through valuation methods such as waterfalls and proformas and completing market, site, unit mix, and sensitivity analyses
- Presented findings to a senior analyst panel and placed first in the Sherman Miller and BASCOM competitions

ACI Apartments

May 2021 to July 2021

Junior Associate / Intern

San Diego, CA

- Completed an average of 50-60 cold calls an hour with the goal of obtaining the business of potential buyers or sellers of multifamily properties
- Utilized CoStar and the MLS to find comparable properties, create reports, and compute monthly averages in GRM, Capitalization rates, and price per square footage of sold properties in each zip code of San Diego County
- Collaborated with a broker and senior associate to successfully assist in the lead generation process by locating contact information for property owners of 0-30 units in San Diego County

Black Iron Development

June 2020 to August 2020

Real Estate Intern

La Jolla, CA

- Worked with the development team to add insight to property development and buying decisions while assisting in the creative process for new unit design and focusing on zoning analysis and project feasibility
- Performed market analysis to create rent surveys in order to find comparable apartment complexes to successfully appraise and value individual units ultimately modernizing and restoring multi-family properties

LEADERSHIP AND ACTIVITIES

Real Estate Club

August 2020 to Present

Member

Boulder, CO

- Learn the fundamentals of real estate and connect with professionals in the field through biweekly meetings

Kappa Kappa Gamma Fraternity

September 2019 to December 2021

Director of Wellness

Boulder, CO

- Participated in philanthropic events to raise money for mental health organizations and worked on a team to coordinate with the university and spearheaded events such as Mental Health Week held within the chapter

Tinfish Advertising Consulting Project

January 2020 to May 2020

Analyst

South Africa (remotely)

- Successfully collaborated with eight team members around the globe to analyze and overhaul the website for Lewis Stores Company, the biggest retailer in South Africa, in partnership with Cape Town-based advertising company
- Researched trends within the industry, conducted a SWOT analysis, and collected data from thriving companies to develop three key solutions to raise revenues and web traffic for the company; presented findings over Zoom

Social Impact India Outreach Project

September 2019 to April 2020

Secondary Consultant

Boulder, CO

- Created a business plan for a social impact project in collaboration with nonprofit Momentum Global
- Sourced materials and evaluated supply chains for a product that raises funds to support school-aged girls in India

ADDITIONAL INFORMATION

Skills: Experienced user of the MLS, CoStar, Point of Sale systems, MS Word, MS Excel, and Google Platforms

Trainings: Boots on the Ground Real Estate Investment Training May 2019, Advanced Excel Workshop 2019

Interests: Love for writing, performing, and listening to music and practicing mental and physical health and wellness

EDUCATION

University of Colorado Boulder - Leeds School of Business	2018-2022
Bachelor of Science in Business Administration, Double Major Accounting and Real Estate	
<ul style="list-style-type: none">Relevant Coursework: Corporate Financial Reporting 1, Corporate Financial Reporting 2, Managerial Accounting, Principles of Real Estate, Real Estate Economics, Real Estate Technology, Real Estate Investment and Analysis	
Eaglecrest High School	2014-2018
DECA Vice President, AP Scholar, 34 ACT	

PROFESSIONAL EXPERIENCE

Versatax Consulting · Los Angeles, CA	March 2021
<i>Tax Intern</i>	
<ul style="list-style-type: none">Assisted the taxation professionals at Versatax Consulting in the reassessment of client property valuations.Worked with various county assessor's offices across California to acquire proper paperwork and file client damage claims.	
Target · Boulder, CO	Summer 2020
<i>Fulfillment Expert</i>	
<ul style="list-style-type: none">Picked items for guest orders and prepared orders for shipping, ensuring efficiency and accuracy.Monitored KPIs to make certain that store metrics met guidelines.Part of a team ranked number one in key performance indicators in our district.	
Stathopoulos & Associates, P.C. · Denver, CO	Summer 2016
<i>Paralegal Intern</i>	
<ul style="list-style-type: none">Responsible for records administration and handling confidential client documents and invoices for storage in online databases.Inventoried client estate assets for valuation.	

LEADERSHIP EXPERIENCE

Boy Scouts of America · Denver, CO	2014-2018
<i>Eagle Scout</i>	
<ul style="list-style-type: none">Completed countless hours of volunteer work throughout, including food drives, trash cleanups, and landscaping.Fundraised over four thousand dollars toward my Eagle project, in which I oversaw more than 60 volunteers through the planning and construction of a 1000+ square foot brick patio at the Assumption Cathedral in Denver, donating excess funds to the church upon completion.Had the opportunity to help spread the values of integrity, honesty, and leadership among other young men in an organization revolving around giving back to the community and having fun in the great outdoors.	
Theta Chi Fraternity – Kappa Nu Chapter · Boulder, CO	2018-2022
<i>Philanthropy Chairman & Founding Father</i>	
<ul style="list-style-type: none">Responsible for planning, budgeting, and executing multiple philanthropic fundraiser events in support of the USO.Planned, budgeted, and executed multiple chapter community service events.Collaborated with the chapter's first executive board to facilitate the growth and operation of the chapter, culminating in the official chartering of the Boulder colony as the Kappa Nu Chapter.	

SKILLS

- Technical:** Proficient in Microsoft Office (Excel, PowerPoint, and Word), Adobe Acrobat

CERTIFICATIONS

- Bloomberg Market Concepts

Nicholas Hudson

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EDUCATION

University of Colorado Boulder – Leeds School of Business

May 2022

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

- **Relevant Courses:** Corporate Financial Reporting 1, Investment and Portfolio Management, Corporate Finance, Derivative Securities, Real Estate Finance and Investment Analysis, Real Estate Law
- **Excel Scholars Program:** Three-week in-depth introduction to Leeds courses, met with corporate partners, and connected with Leeds staff to help guide us to a path of academic and social success
- **Pillars of Wall Street/ Training the Street:** Rigorous financial modeling and valuation seminar that included DCF, LBO, M&A and Financial Statement Excel modeling

EXPERIENCE

Trelora Real Estate, Denver, CO

Finance Intern, April 2021-Present

- Analyzed 3 years of financial documents using quantitative audit analysis and qualitative methods to account for a large discrepancy
- Conducted a thorough analysis of the company's business plan to help prep the financial valuation for prospecting investors
- Performed legal research and presented management with detailed information on establishing new brokerages

KBL Independent Insurance Agency, Wheat Ridge, CO

Owner/Broker, October 2020-September 2021

- Acquired a team of veteran agents with over two decades of collective professional experience in the industry
- Partnered with top rating personal and business insurance writing companies
- Managed a team of agents to find the most extensive coverage at the best price by searching among various insurance carriers

Shivoo LLC, Boulder, CO

Finance Officer, August 2020-August 2021

- Operational Oversight of all Financial Decisions for a local tech startup
- Created a systematic model to analyze incremental revenues associated with clicks per advertisement posting
- Worked closely with executive team to pitch to investors and acquire additional sources of funding

Northwestern Mutual, Boulder, CO

College Financial Planner, May 2020-September 2020

- Built my practice as a comprehensive financial planner, assisting clients in all stages of life
- Managed my own client base after extensive joint work with veteran advisors
- Winner of Arete Award for 4 straight weeks for most life policies sold and client meetings made

LEADERSHIP AND ACTIVITIES

Diverse Scholars Program, Boulder, CO

Tutor and Member, July 2018-Present

- Utilize leadership skills and business experience to tutor students in finance and accounting courses
- Learned to pursue education under the four pillars of academic achievement, educational excellence, professional development, and community building

Microsoft Excel Private Tutoring, Boulder, CO

Tutor, February 2019-Present

- Established myself as a resource to incoming Greek life members for the Math Analysis in Business course
- Raised the overall Leeds GPA of the incoming pledge class from 2.6 to 3.0 in 2 years
- Assisted with the creation of the Pi Kappa Phi Scholarship Dinner to celebrate student's achievement of a 3.5 GPA

Pi Kappa Phi, Boulder, CO

Treasurer, November 2017- December 2018

- Managing all financial coordination and responsibility of a 200-member social fraternity
- Relieved the organization of an 8-year debt situation by redesigning the financial structure to improve cash position while reducing expenses
- Created an annual budget to account for philanthropy events, housing, and social gatherings

SKILLS AND INTERESTS

- **Technical:** Proficient at Excel, Word, PowerPoint, Qualia, RamQuest; Certifications: Life, Health, Accident, Property, and Casualty insurance licenses
- **Interests:** Live Music, Traveling, Side Hustles

Jacqueline Fisch

Colorado | (703) 608-4142 | jacqueline.fisch@colorado.edu | linkedin.com/in/Jacqueline-fisch

EDUCATION

University of Colorado Boulder, Leeds School of Business

May 2022

B.S. in Business Administration with a Dual Emphasis in Real Estate and Strategy and Entrepreneurship

Cumulative GPA: 3.44

Dean's List Fall 2020, Fall 2021

- **Relevant Coursework:** Principles of Real Estate, Real Estate Case Analysis, Real Estate Development, Real Estate Economics, Real Estate Finance and Investment, Real Estate Technology, Competitive Strategy, Critical Leadership Skills, Entrepreneurial Environments, International Business, Management Case Analysis, New Venture Creation
- **Portugal Global Experience:** Completed a semester-long course focusing on the impact of cultural differences in the business world; traveled to Portugal to meet with companies including Uniplaces Consulting, Zayo Group, and A2D Consulting to learn about Lisbon's business sector

WORK EXPERIENCE

goHomePort | Colorado

July 2021 - Present

Intern

- Analyzed demographic, economic, and real estate market data trends to support underwriting assumptions
- Monitored changes in the rental market to remain competitive
- Sourced acquisitions through research, cold calling, and market relationships for business development purposes
- Assisted with Excel modeling and cash flow analysis of existing portfolio and potential new investments using P&L statements, rent rolls, and tax statements
- Produced investment memorandums and related marketing collateral

Holualoa Companies | Arizona

July 2021 - August 2021

Intern

- Prepared detailed financial analysis and investment pro forma metrics for apartment development projects
- Analyzed and researched current apartment markets to determine proposed rates for future developments

Jacobson, Nisenzon, Bedford, Kelsay Families | Colorado

June 2017 - June 2021

Summer & After-School Nanny

- Cared for children between 10 months-10 years; monitored the children's activities and ensured children's safety
- Directed educational activities and provided online school assistance; helped the children complete assignments

CorePower Yoga | Colorado

March 2019 - May 2019

Studio Experience Team Employee

- Utilized exceptional customer service skills to provide customers with a satisfying experience
- Responsible for preparing studio for individual classes

ACTIVITIES

Real Estate Club Member

January 2021 - Present

Kappa Kappa Gamma Sorority Member

2018 - Present

Leeds Professional Mentorship Program Mentee

August 2021 - May 2021

SKILLS AND INTERESTS

Skills:

- Extensive experience with Google Drive, Docs, Sheets, Slides, and Sites, Microsoft Office Excel, PowerPoint, and Word; Proficient with ARGUS Enterprise Software

Interests:

- Travel, skiing, yoga, and hiking

Nicholas Kuhn

917-543-1334 • Nicholas.S.Kuhn@colorado.edu • www.linkedin.com/in/nicholas-kuhn-416nk

EDUCATION

University of Colorado Boulder - Leeds School of Business, Boulder, CO

May 2022

Bachelor of Science in Business Administration with dual emphases in Finance and Real Estate and Minor in Philosophy

Cumulative GPA: 3.5 | ACT Math Section: 32 | SAT Subject Test Math Level 2: 790

- **Relevant Courses:** Corporate Finance (Accounting Course), Investment and Portfolio Management, Derivative Securities, Real Estate Technology, Real Estate Economics, Real Estate Finance & Investment Analysis, Strategic and Entrepreneurial Thinking, Business Ethics and Social Responsibility, BCOR Applied Semester Experience

WORK EXPERIENCE

Coleman Research Group, New York, NY

Summer 2021

Investment Management Client Summer Analyst

- Identified and recruited experts who met Private Equity and Hedge Fund clients' specifications and project goals.
- Qualified C-Level and Executive Management experts and prepared them for consultations.
- Kept current with newsworthy events in financial markets and identified industry trends.
- Conducted business development leading to 80 new relationships with industry professionals.

Kroll Bond Rating Agency, LLC, New York, NY

Summer 2020

Intern, Consumer Asset Backed Securities

- Provided analytical support for credit analysts, prepared internal cash flow spreadsheets, multiple matrix reports, researched and wrote composition project on long-term effects of coronavirus pandemic on consumers in ABS sector.
- Collaborated on projects and in meetings with a team of 15 ranging from junior analyst to senior directors.
- Involved in rating committees, surveillance committees, client meetings and analyzed multiple businesses utilizing strict criteria to determine credit rating.

Susman Godfrey, LLP, New York, NY & San Francisco, CA

Summer 2019

Paralegal Intern

- Logged and categorized evidence, created PowerPoint presentations for trial, researched dozens of past lawsuits, performed due diligence on witnesses.
- Assisted in preparing for trial, participated in, and aided lawyers during, two-week trial.

Campo de Fiori, Aspen, CO

Summer 2018

Busser/Waiter

- Prepared restaurant for services, served food and drinks to patrons, cleaned kitchen and dining area after close.

LEADERSHIP

Leeds Investment and Trading Group: Boulder, CO

2020-2021

Member, Discussed and presented on investments, strategies and market developments.

Theta Chi – Kappa Nu Chapter: Boulder, CO

2019-2020

Founding Father, Housing Chair (Executive Board), Managed fraternity house, organized philanthropic events and fraternal expansion growing membership by more than 400%; aided Treasurer in completing proper filing of tax forms, fraternity accounting and non-profit compliance forms.

The Mock Trial Club: Englewood, NJ

2017-2018

President, Coordinated club trips, advised and coached members and managed the trial team.

American Jewish Committee (AJC): New York, NY

2016-2017

COMMUNITY SERVICE

Camp Sea Gull, Arapahoe, NC

Summer 2016

Education Alliance, New York, NY

Summer 2015

INTERESTS AND SKILLS

Technical Skills: Proficient for all of Microsoft Office 365. Working Knowledge of Python. Familiarity with Bloomberg terminals.

Trevor Loos

(720)-237-4213 | trevor.loos@colorado.edu | www.linkedin.com/in/trevor-loos

EDUCATION:

University of Colorado at Boulder – Leeds School of Business

Expected May 2022

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

Boulder, CO

- **Relevant Courses:** Principles of Real Estate, Real Estate Economics, Real Estate Finance and Investment Analysis, Real Estate Law, Real Estate Technology, Business Senior Seminar in Real Estate, Fundamentals of Financial Analysis, Introduction to Personal Finances, Corporate Finance, Corporate Financial Reporting, Derivative Securities, Investment and Portfolio Management, Business Senior Seminar in Finance, Fundamentals of Professional Selling

WORK EXPERIENCE:

UDR, Inc.

May 2021 – August 2021

Centralized Sales Intern

Highlands Ranch, CO

- Developed my sales, communication, organizational and time-management skills by having an average of 691 conversations each week, which led to an average of 6 leases signed and 32 tours scheduled each week over a 10-week period
- Assisted in the development of the sales team by training new full-time employees and sharing my ideas for improving the sales process
- Gained insight in several different areas of an S&P 500 REIT and developed my ability to learn quickly by shadowing the acquisitions, development, pricing, renewals, and move-ins teams, learning how each team operates daily and how all these functional areas work together

Safeway

June 2020 – February 2021

Cashier

Superior, CO

- Utilized communication skills – both in person and over the phone – to assist customers with many different needs and encouraged them to join reward programs to improve brand loyalty
- Processed transactions including checks, cash, and credit purchases, as well as transactions involving alcohol and tobacco in an efficient way
- Remained extremely organized and detail-oriented to keep an accurate cash drawer and to keep the check stands clean during the COVID-19 pandemic

Murphy Creek Golf Course

August 2016 – May 2020

Pro Shop Employee

Aurora, CO

- In charge of the maintenance and inventory of all golf carts, range balls, and golf clubs, as well as assist with all problems and/or questions that a customer may have
- Utilized verbal and nonverbal communication skills to assist customers in person and over the phone, as well as to maximize efficiency in various aspects of the course's daily operations

ACTIVITIES:

Real Estate Analysis and Presentation Case Competition

Boulder, CO

- Learned to model commercial real estate investment deals and transactions via different valuation methods, including waterfalls and proformas. Also learned how to complete market research, site analysis, unit mix, and sensitivity analyses.

Excel for Real Estate Analysis & ARGUS Enterprise Training – Kahr Real Estate Services

Boulder, CO

- A 3-day course taught by Joshua Kahr of Kahr Real Estate Services, which went over nearly all excel functions, shortcuts, and tips necessary for commercial real estate analysis. These included, but are not limited to, data validation, goal seek, solver, conditional formatting, sensitivity and data tables, dynamic arrays, and keyboard shortcuts.
- Learned how to use ARGUS software for office, retail, industrial, and mixed-use commercial real estate properties.

Clubs: Real Estate Club & Leeds Investment and Trading Group

Technical Skills: Proficient in Microsoft Excel, Word, and PowerPoint

Languages: Proficient in Spanish

Interests: Reading, sports, spending time outdoors, and traveling

Coby Lowenstein

1105 11th St. Unit 10 Boulder, Colorado 80302 coby.lowenstein8@gmail.com 713-252-8932

Education

University of Colorado Boulder – Leeds School of Business

May 2022

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

Finance GPA: 3.5, Real Estate GPA 3.5

- Relevant Coursework: Introduction to Real Estate, Fundamentals of Financial Analysis, Corporate Finance, Corporate Financial Reporting, Investment and Portfolio Management, Real Estate Finance Investment Analysis, Derivative Securities, Real Estate Law, and Real Estate Applied Practice

Work Experience

Stablewood Properties, Houston, TX

Summers 2020 and 2021

Real Estate Analyst Intern

- Utilized Excel and Microsoft Power BI to create interactive data visualization depicting cap rate trends to identify potential acquisitions in the retail market
- Calculated foot traffic trends to show the impact of COVID-19 and find resilient retail tenants and industries
- Analyzed and investigated properties nationally for potential company acquisitions via market research and customized surveys
- Researched properties and gathered information for the purpose of building a company database of projects
- Presented demonstrations to brokers on how to enter property details into the company's custom platform

Urban Genesis, Houston, TX

June 2019

Intern

- Researched potential value-add multifamily property acquisitions
- Appropriated acquisition information to prepare and present excel based financial statements and proformas

312 Properties, Chicago, IL

July 2019

Intern

- Utilized Excel to calculate equity growth projections for multiple shareholders.
- Shadowed the property manager to gain insight into key responsibilities

Leadership and Extracurricular

Real Estate Case Competition, Boulder, CO

Spring 2021

Participant

- Researched and analyzed several potential industrial real estate investment and re-development projects
- Correlated excel financial modeling and market research to determine highest and best use for each project
- Utilized communications skills to present findings in front of a panel of real estate professionals

Journey of Hope, Boulder, CO

2020

Rider and Fundraiser

- Raised over \$5,000 to donate to the Ability Experience, an organization that supports disabled people

Tutor, Boulder, CO

Aug 2020 – May 2021

Fundamentals of Financial Analysis

- Aided students through the learning of calculus principles such as sharpe ratios, minimum variance portfolios, time value of money, etc.

Skills and Interests

- Skills: Argus Enterprise; Microsoft Office Microsoft Excel, Microsoft Power BI, Microsoft PPT; Excel Modeling Bootcamp Dec 2021
- Interests: Fly Fishing, Golf, Snowboarding, Baseball, and Camping

Stephen Maloney

Boulder, CO | Stephen.Maloney@Colorado.edu | 720-338-2232 | [linkedin.com/in/stephenmaloney13](https://www.linkedin.com/in/stephenmaloney13)

EDUCATION

University of Colorado Boulder – Leeds School of Business

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

Cumulative GPA 3.4, Fall 2021 GPA 3.75 - Dean's List

Boulder, CO

Graduating May 2022

WORK EXPERIENCE

RIO Real Estate

Intern

Denver, CO

May 2021 – August 2021

- Inspected 30 commercial and residential properties, met with vendors, wrote monthly owner summaries, sent out work orders, and gave showings for a multi-family property in which five units were leased in 10 days.
- Sat in on executive calls, actively took notes and recorded key takeaways with follow-up items.
- Analyzed proformas for prospective properties and discussed reasonable and accurate valuations.
- Obtained comparables of prospective properties and used square footages, rents, and cap rates in excel to compare and contrast what was provided by the broker in the offering memorandum.
- Visited vacant units, took pictures and videos, and edited and uploaded them to YouTube for leasing.
- Revised, updated, and monitored bills and balances, analyzed abstract leases, gathered and filled rent rolls and P&Ls.
- Met with developers, brokers, and owners of real estate properties for new opportunities and connections.
- Obtained Certificates of Insurance from non-compliant tenants and improved our total compliance percentage by 13%.

LEADERSHIP

Leeds Professional Mentorship Program

Mentored by Jim Thomas, Broker Associate at RE/MAX Alliance

Boulder, CO

November 2020 – Present

- Discussed emerging markets, the implications of current events on the real estate industry and collaborated on innovative ideas to overcome obstacles such as COVID-19 and virtual communication.

Professional Selling Mentorship Program

Mentored by Jim Farmer co-founder of PYNS LLC

Boulder, CO

September 2020 – Present

- Practiced professional selling skills such as qualifying leads, overcoming objections, presentation of capabilities, value proposition statements, discovering customer needs, and negotiating.

Sigma Pi Fraternity

Scholarship Chair and Pledge Class President

Boulder, CO

August 2018 – August 2020

REAL ESTATE ACTIVITIES

CU Boulder Real Estate Club, Member

January 2021 – Present

- Activities include professional networking, educational events, and career development.

Real Estate Analysis & Presentation Case Competition, Participant

February 2021 – December 2021

- Team competitions to evaluate real-world real estate deals and present proposals to a panel of judges composed of industry professionals.
- Acted as an analyst while learning to model commercial real estate investment deals and transactions through valuation methods such as waterfalls and proformas and completing market, site, unit mix, and sensitivity analyses.
- Calculated discounted cash flows, yields, capital estimates, net asset values, and returns including time-weighted returns and IRRs.

SKILLS

- **Excellent Communication skills:** ZenSpeak Public Speaking Course, Case Competitions, Acting Class.
- **Excellent Interpersonal skills:** Possess the ability to build and maintain effective working relationships with management, associates, customers, and other stakeholders at all levels. Well-versed at prioritizing tasks and working on multiple assignments under tight deadlines.
- **Advanced Microsoft Office and Excel financial modeling skills:**
 - o **Excel Tools and Concepts:** Absolute and Relative References, Keyboard Shortcuts, Data Validation, Conditional Formatting, Goal Seek, Sensitivity and Data Tables (2 variable, 1 variable, and multi-output), Solver, Scenario Manager, Circular Calculations and Iterations, Dynamic Arrays, Introduction to Visual Basic, Introduction to Power Query.
 - o **Excel Functions:** IRR, NPV, XIRR, XNPV, OFFSET, TRANSPOSE, ISERROR, VLOOKUP, HLOOKUP, INDEX, MATCH, XLOOKUP, INDIRECT and ADDRESS, SUMIF, SUMIFS, SUMPRODUCT, and Array Formulas.
- **Other:** Basic knowledge of Argus and self taught in Power BI.
- **Personal:** Coachable, entrepreneurial, analytical, detail-oriented, teamplayer, time management.
- **Interests:** Traveling, concerts, skiing, playing drums, investing, intramural sports, writing.

JORDAN MAPES

Boulder, CO • joma9010@colorado.edu • 917 -796-8549 • www.linkedin.com/in/jordan-mapes

EDUCATION

University of Colorado Boulder – Leeds School of Business

May 2022

Bachelor of Science in Business Administration with emphases in Finance & Real Estate

GPA: Finance emphasis 3.34; Real Estate emphasis 3.68; Cumulative GPA 3.2 | Dean's List: Fall 2020, Fall 2021

- **Relevant Courses:** Derivative Securities, Corporate Financial Reporting, Investment and Portfolio Management, Corporate Finance, Real Estate Finance & Investment Analysis, Real Estate Law, Real Estate Economics, Data Analytics, Fundamentals of Financial Analysis, Business Law

Northern Highlands Regional High School - Allendale, NJ

September 2014 – June 2018

- Honors Model UN student, Honor Roll student, 2-sport varsity athlete (First team all-league honors)

EXPERIENCE

University of Colorado Boulder Recreation Services, Boulder, CO

June 2021 - Present

Human Resources Payroll Attendant

- Conducted onboarding and hiring processes for student and non-student employees
- Acted as a facilitator among the different departments within the Recreation Center while resolving hiring & payroll disputes

Chipotle Mexican Grill, Paramus, NJ

June 2020 - August 2020

Chef/Kitchen Manager

- Responsible for kitchen cooking, food prep, maintaining work areas to strict health standards, clean up, and store closing
- Maintained high customer service standards at a high-profile, newly launched “Chipotlanes” location

Terra Capital Partners, Mahwah, NJ

February 2018 - April 2018

Consultant

- Worked with Terra Capital through a school project where we integrated with members of their team and consulted about various aspects of their business
- Recommended solutions for their different business locations to more effectively communicate and discovered more innovative ways to promote their products

LEADERSHIP & ACTIVITIES

First-Year Global Experience, Berlin, Germany

May 2018

- Immersive study of European business development through the Leeds School of Business. Concluded with a week-long study abroad trip in Germany where we visited prestigious German businesses, interviewed executive management, and studied strategy and global operations
- Developed a global mindset, educating myself on how international issues and cultural differences impact the business world

DECA, Allendale, NJ

October 2015 – April 2018

Competitor

- Competed in regional business case competitions throughout three years with the organization. Qualified for states twice

American Legion Jersey Boys State, Rider University, Lawrenceville, NJ

June 2017

Delegate

- Selected to participate in one of the most respected and educational programs of government instruction for high school students; Became a part of the operation of local, county, and state governments while learning the rights, privileges and responsibilities of franchised citizens

CLUBS & ORGANIZATIONS

CU Real Estate Club

February 2021 - Present

Member

- Participate in weekly meetings to explore and discuss the real estate industry
- Network with industry professionals to gain in-depth knowledge of the vast industry and understand the different skills needed as a commercial real estate professional

Chances for Children

January 2018 – April 2018

Volunteer

- Sponsored an orphan in Haiti through Changes for Children Organization and raised over \$6,700 for him through various fundraising events

ADDITIONAL SKILLS & INTERESTS

- **Technical:** Proficient in Microsoft Office (Excel, Word, and PowerPoint)
- **Certifications:** Alteryx Designer core certified (data analytics)
- **Interests:** Travel, Sports, Chess, Hiking & Snowboarding
- Basic proficiency in Spanish
- Social media proficient (Instagram, Facebook, Twitter, YouTube)

Jessica Moran

jemo5143@colorado.edu · 720-474-7905 · [linkedin.com/in/jessicaileenmoran](https://www.linkedin.com/in/jessicaileenmoran)

EDUCATION

University of Colorado Boulder – Leeds School of Business

May 2022

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

Certificate in Global Business and Social Responsibility and Ethics

- **Relevant Courses:** Principles of Real Estate, Real Estate Development, Real Estate Economics, Finance, Accounting I and II, Business and Real Estate Law
- **Honors and Awards:** Hummel scholar, COMTO Colorado Award for Distinguished Leadership

Korea University – Study Abroad

Spring 2021

Concentration in International Business and Global Diversity

- **Relevant Courses:** International Business Language, International Business Relations

WORK EXPERIENCE

Sephora, Aurora, CO

September 2021- Present

Sales and Service Lead

- Built full scale sales operations and establish duties, while developing sales and marketing strategies
- Utilized detail oriented and observation skills to plan and implement seasonal floor sets/visuals to ensure company standards are met
- Utilized knowledge of financial principles to analyze sales data and develop strategic goals for employees

Target, Denver, CO

May 2019 -Feb 2021

Assistant Manager

- Oversaw and trained a team of 30 employees to achieve operational efficiency and guest satisfaction
- Utilized motivational reward methods to keep team members focused on monthly sales goals
- Demonstrated problem solving abilities by addressing client questions and concerns in a professional manner

Cashier

July 2017 – May 2019

- Trained team members on POS system operation, customer service strategies and sales goals
- Provided exceptional customer service by engaging with guests in a friendly and professional manner
- Restocked and organized merchandise in front lanes to drive product sales

LEADERSHIP & ACTIVITIES

Leeds Real Estate Club, Boulder, CO

August 2019-Present

Member

- Gaining knowledge of the Real Estate industry through corporate visits and company presentations
- Attend networking events to connect with industry professionals and explore potential careers

Diverse Scholar Program, Boulder, CO

August 2018-Present

Scholar

- Empowering diverse students with skills and knowledge to excel as scholars, as individuals, and business professionals
- Attending Lunch & Learns with Corporate Partners to network and understand the benefits of a business degree

Multicultural Business Student Association, Boulder, CO

August 2018-Present

Scholar

- Partner with local businesses to enhance leadership and networking skills through corporate visits and team building exercises.

Leeds Mentoring Program, Boulder, CO

August 2018-Present

Mentor

- Utilize leadership skills and personal experience to mentor college students during their transition into the Leeds School of Business

SKILLS & INTERESTS

-
- **Language & Technical Skills:** Native Spanish speaker, Proficient at Microsoft Excel, Word and PowerPoint, Basic understanding of ARGUS
 - **Interests:** Traveling, Global Business, International Real Estate, Cooking and Non-fiction books

Bronson Morgan

Boulder, CO | 415-446-8796 | www.linkedin.com/in/bronson-morgan | bronsonmorgan@me.com

EDUCATION

University of Colorado Boulder Boulder, Colorado

Bachelor of Science, Economics with a Business Minor in Real Estate May 2022

GPA: 3.0

Relevant Courses: Principles of Real Estate, Topics in Microeconomics, Intermediate Microeconomic Theory, Intermediate Macroeconomic Theory, Statistics with Computer applications, Econometrics

"Argus and Advanced Real Estate Excel Modeling Masterclass" Dec 2021

CCIM 101 – "Financial Analysis for Commercial Investment Real Estate" June 2019

Technical Skills: MS Excel, Word, and PowerPoint, Salesforce

WORK EXPERIENCE

Intertie Inc. (*Clean vehicle energy building analysis for commercial and multi-use properties utilizing federal rebate funding*) Sausalito, CA
Business Development/ Analyst Intern Summer 2021

- Communicated directly with multifamily property owners and managers to evaluate the viability and compatibility of Electric Vehicle charging infrastructure
- Effectively cold-called 63 owners, managers, and brokers located in the sub-markets of Marin County, Yolo County, and Santa Barbara to assess clean energy and government rebate opportunities
- Examined 75 properties in person to identify profit-maximizing pricing models, rebate eligibility, and conduit proximity for electrical access
- Assisted in drafting written applications to the CALeVip rebate program as a registered vendor
- Analyzed and presented property specifications to the CEO including projected installation costs, parking arrangements, tenant demographics, and proliferation rate of EVs in each respective market

Mainers Landing, LLC (*Developer of commercial and residential properties in the North Bay Area of California*) Sausalito, CA
Property Management Intern Summer 2020

- Oversaw and coordinated the remodeling process of 10 mixed-use leasable units
- Project managed all upgrades, onsite tools, and machinery, and tracked work progress
- Ensured contractor performance was in alignment with projected contracts
- Maintained financials in Excel including cash flows, rent receipts, and internal rate of return
- Utilized PowerPoint to present three-dimensional property data and stacking plans for analysis
- Reviewed and revised lease agreements to ensure financial, grammatical, and rhetorical accuracy

Next Level Sports Marin County, CA

Head Coach Spring 2015 - 2018 & Summer 2021

- Served as the Head Coach for teams comprised of 24 seventh and fifth-grade boys
- Developed a parent network to support the players and the very successful organization
- Created and drew up plays that addressed the unique abilities of each player
- Final plans emphasized teamwork, selflessness, responsibility, and handling losses gracefully
- Assisted players with goal setting while creating a fun, safe, and structured learning environment

LEADERSHIP & ACTIVITIES

CU Real Estate Club, Boulder, CO *Member, September 2021-Present*

Sigma Alpha Epsilon, Boulder, CO *Head of Recruitment, November 2019- December 2020*

Elected by 180-man chapter to manage new recruitment of 43 new members during term

Tamalpais Football, Mill Valley, CA *Team Captain, 2017*

INTERESTS

Skiing, Surfing, College Football, Sushi, Managing personal equities portfolio

SARAH O'KEEFE

720-297-4331 • sarah.okeefe@colorado.edu • linkedin.com/in/sarahelizabethokeefe/

EDUCATION

- 2018-2022 Undergraduate Degree** | University of Colorado - Leeds School of Business
Bachelor of Science in Business Administration - Dual emphasis in Real Estate and Social Responsibility & Sustainability
- GPA: 3.504
 - *Relevant Course Work:* Finance & Investment Analysis, Real Estate Economics, Real Estate Technology, Real Estate Development, Statistical Analysis, Accounting I & II, Finance I & II, Communication Strategy, Math Analysis in Business, Info Management and Analytics, Operations Management

RELEVANT WORK EXPERIENCE

- 2021 The Bascom Group** | Irvine, CA
Acquisitions Analyst
- Conducted underwriting of \$1.1 billion in potential core, core+, value-add, and opportunistic multifamily acquisitions
 - Assisted in the training of new acquisitions analyst to aid in their successful entry to Bascom's acquisitions team
 - Prepared a investment memoranda for The Bascom Group investment committee, lenders, and equity partners
 - Managed broker relationships and deal flow pipelines for Bascom principals in multiple markets across the United States

LEADERSHIP EXPERIENCE

- 2021 Planeterra Learning Journey Audit**
Consultant
- Created a project charter including the project's scope and timeline
 - Audited Planeterra's Learning Journey materials, marketing materials, and communication channels
 - Researched learning management software
 - Implemented a new learning management software for Planeterra's Learning Journey materials
- 2020 The Bascom Group Undergraduate Real Estate Case Competition**
Selected Representative
- Placed 1st
 - Presented a multi-family property to investment analysts
 - Analyzed all areas of investment opportunity including financials, market comparables, demand trends and risks
- 2020 Sherm Miller Undergraduate Real Estate Case Competition**
Selected Representative
- Presented a retail property to investment analysts
 - Analyzed all areas of investment opportunity including financials, market comparables, potential tenants and demographics
- 2018-2020 Leeds Mentoring Program**
Leadership Position
- Lead student activities and collaborated with mentors
- 2017-2018 Australian Working Holiday Visa Holder**
Worked as waitress at Mama Manoush, Melbourne Australia
- Gained valuable experience in time management, fiscal responsibility, and cultural adaption
- 2015-2016 Varsity High School Cheer Captain**
Competed at State and National Level
- Was responsible for planning practices, organizing fundraisers, teaching routines/cheers and setting example for fellow athletes

SKILLS

- Trained in Argus Enterprise
- Advanced in Microsoft Office Suit
- Experience using/creating real estate financial models on excel
- Incredible presentation skills & proficient in public speaking

SAMUEL VALENTI

616 Marine Street Unit 3, Boulder, CO 80302 • sava3102@colorado.edu • 7207744144 • <https://www.linkedin.com/in/samuel-valenti-9b31b2176/edit/in>

EDUCATION

University of Colorado Boulder - Leeds School of Business

May 2022

Business Strategy and Entrepreneurship

Bachelor in Business Strategy & Entrepreneurship with a dual emphasis in Real Estate

Cumulative GPA 3.03

- Relevant Courses: Financial Management, Marketing, Info Management & Analysis, Principals of Real Estate, Principals of Organizational Behavior, Investment Banking Seminar, Math Analysis

EXPERIENCE

Waldorf Astoria Monarch Beach, Dana Point, CA

2021-2021

Server, Attendant

- Provided five-star service to hundreds of guests each shift
- Participated in luxury team culture of Waldorf Astoria
- Performed opening and closing duties in the hotel pool area
- Provided assistance to all guests to ensure luxury service
- Applied my knowledge of the location as well as hotel services to best accommodate guest needs and requests.

Killer Dana Surf Shop, Dana Point, CA

2019 - 2020

Sales Associate

- Operated at main register completing around a hundred of transaction during a shift
- Performed essential shop tasks such as waxing surfboards and cleaning wetsuits for rental use. Helped properly secure surfboards on top of vehicles of surf shop customers
- Communicated with brand representatives and helped determined what inventory would fit best in store
- Performed daily inventory counts on all items throughout storefront

Observ, Boulder, CO

2018 - 2019

Alcohol Vendor

- Performed store opening duties at all University of Colorado home football games, including counting cash drawers and selling various food and drink items
- Communicated merchandise needs and problem-solving issues to supervisors in timely fashion
- Processed an average of 250 transactions each day in a timely manner per game
- Cooperated with other vendors to create an efficient, motivated and prideful work environment

LEADERSHIP AND ACTIVITIES

A.M.D.G Retreats, Colorado Springs, CO

2018 - 2018

Religious Retreat Leader

- Lead 50 sophomores on a fun and engaging retreat over a 5-day period
- Created fun activities for younger kids ranging from 14 to 16 years old
- Lead prayer and reflection groups where students would feel comfortable opening up and encouraged participation
- Lead multiple mile long hikes through the Pikes Peak area

Teachers Assistant Program, Denver, CO

2017 - 2018

School Aid

- Supervised in an underfunded elementary school to help supervise and help around different classrooms
- Assisted different individual students in a 30-student classroom
- Answered questions and solved struggles faced in 1st, 2nd, and 3rd grade classrooms

SKILLS AND INTERESTS

- Technical: Proficient at Excel, Word, PowerPoint, and Dialpad
- Operated in student loan consolidation completing calls and transaction functions
- Interests: Commercial Real Estate, Surfing, Baseball,

TEA VALDEZ

Boulder, CO 80303 | teva4723@colorado.edu | 720-339-3947 | www.linkedin.com/in/tea-valdez-473788194

EDUCATION

University of Colorado Boulder – Leeds School of Business

May 2022

- **Bachelor of Science in Business Administration with an emphasis in Accounting and Real Estate**
 - Current Cumulative GPA: 3.55
 - *Relevant Courses:* Principles of Real Estate, RE Finance & Investment Analysis, RE Economics, RE Applied Practice, Managerial Accounting I & II, Principles of Financial Management, Corporate Financial Reporting I & II, Business Law, Income Taxations of Individuals.
 - CU School of Arts and Science Dean's List

Fall 2018 & Spring 2019

VOLUNTEER EXPERIENCE AND LEADERSHIP

University of Colorado Boulder Club Softball, Boulder, CO

Fall 2020- Present

Team Member/Social Media Manager

- Active team leader by encouraging team spirit, dedication, sportsmanship, holding teams accountable, and leading by example.
- Ran team's social media accounts. Collected content, created media campaigns, and communicated with fans.
- Arranged team photographer and distributed final photos to team members and family.

Kappa Alpha Theta, Boulder, CO

Fall 2018-Present

Active Member/Volunteer

- Individual fundraiser, volunteer, and coach for Theta's philanthropy events. Proceeds donated to Boulder's local Court Appointed Special Advocates (CASA) organization.
- Volunteer for Boulder Creek cleanup and blanket making each semester. Blankets donated to local Boulder women's shelters.

WORK EXPERIENCE

Color Me Mine, Boulder, CO

January 2021- Present

Studio Assistant

- Serving customers painting materials with creative advice while maintaining a welcoming environment and independently managing up to 15 tables.
- Organized and operated 60+ person events with local organizations.
- Trained employees on all aspects of POS systems, customer service expectations, and studio obligations.
- Daily responsibilities include keeping track of customers' pottery, creating, and organizing receipts for each party, managing inventory, maintaining a clean workspace for all, glazing pottery, loading kilns, packaging finished pottery, and contacting customers.

Planet Home Lending, Boulder, CO

April 2021- August 2021

Intern/CRM Specialist

- Scrubbed contact database of 1000+ profiles in Total Expert and created a functional system for CRM system organization.
- Gained training on loan origination process, loan products, historical and current impacts of loans, and ran case studies.
- Composed prospective lender profile list of 70+ loan officers for recruiting through deep dive of their local productivity.

Aspen Luxury Vacation Rentals, Aspen, CO

June 2020-August 2020

Administrative Intern

- Established new online systems for contacts and leads through integration of MailChimp and Streamline services.
- Answered phones and kept detailed notes on clients' needs for reservations while running daily administrative errands.
- Managed inventory for 6,000+ sq ft rental homes.

SKILLS/HOBBIES

-
- Proficient in Microsoft Excel, Word, PowerPoint, and Google equivalent programs, social media platforms (Instagram, Facebook, YouTube, Twitter)
 - Familiar with Adobe Photoshop, Adobe Lightroom, Microsoft Access, iMovie, POS systems, and HomeBot.
 - Hobbies and interests include softball, basketball, hiking, yoga, photography, and tiny home living.

ADDITIONAL INFORMATION AND ACHIEVEMENTS

Fairview High School- Knights of the Round Table Award

May 2018

- The highest honor awarded to selected seniors of the graduating class as voted by faculty and staff. Chosen students demonstrated outstanding roles and characteristics in scholastic achievements, positive attitude, service to school and community, leadership qualities, responsibility, concern for others, and the desire to make a difference.

Fairview High School Basketball- Distinguished Knight Award

February 2015 & 2017

- The MVP equivalent awarded to the player who shows the highest drive, commitment, and leadership to team.

KATHARINE WORK

Boulder CO | 414-374-3651 | kawo0198@colorado.edu | www.linkedin.com/in/katharine-work

EDUCATION

University of Colorado Boulder, Leeds School of Business

May 2022

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

Relevant Courses: Real Estate Senior Seminar, Real Estate Finance and Investments, Real Estate Applied Practices, Real Estate Law, Real Estate Economics, Derivative Securities, Corporate Finance, Investment and Portfolio Management, Corporate Financial Reporting, Finance Senior Seminar

Business of Sport Certificate, Leeds School of Business

Selected as one of 50 students to participate in a highly competitive program that develops students' business skills applicable to the sport industry including: sport law, sport analytics, sport finance, eSports, facilities & event management, sport sponsorship, sales & marketing and diversity & inclusion within sport

WORK EXPERIENCE

Intern, Special Aerospace Services, Boulder CO

Sep 2021-Current

- ❖ Assist the CFO in creating P+L reports to provide statistical analysis and perform valuations for several real estate properties (*via the sales comparable, income capitalization, cost approaches*). As well as, conduct market research for company properties to forecast potential returns
- ❖ Coordinated a company-wide brand roll out to increase visibility in order to present a seamless public image

Teaching Assistant, University of Colorado Boulder

Jan 2022-Current

- ❖ Selected as one of four students to assist Professor Emily Gallagher in the course REAL 4100: Finance and Investments
- ❖ Bolstered the education of my peers by hosting office hours which provided individualized homework help, and review sessions for midterms/final exams

Accountant Assistant, Halquist Stone LLC, Lanon, WI

May 2020-July 2020

- ❖ Evaluated financial budgets of employee salaries and tracked expenses of the company
- ❖ Utilized bookkeeping databases, spreadsheets and Sage software to organize and log financial data
- ❖ Collaborated with accountants to maintain the accuracy of account records

LEADERSHIP EXPERIENCE

Frascona Teaching Excellence Search Committee, Boulder, CO

Jan 2022-Current

- ❖ Selected as 1 of 6 Leeds students to award one member of the Leeds School of business who is an inspired teacher and mentor that encourages students' intellectual development and to create a profound, lasting impact on the lives of their students
- ❖ Attended numerous meetings with fellow students and faculty on the search committee to identify, review, and rank the faculty nominees, then observe each of the finalists, and ultimately select the 2022 Frascona Award winner

Real Estate Case Competition Team, Boulder, CO

Fall 2020-Fall 2021

- ❖ Collaborated with a team of 5 to analyze commercial real estate case studies, draft their transactions, render detailed recommendations, and conduct presentations of analyses and proposals
- ❖ Final judging centered on investment recommendations, approach to the problems, and presentation skills

Real Estate Club, Boulder, CO

Fall 2019-Current

- ❖ Career focused club that bestows members with a closer look at the breadth of career options and specialties in the field of commercial real estate
- ❖ Expand industry knowledge by attending networking and speaker events lead by industry leaders and alumni

Women in Business, Boulder, CO

Fall 2019-Current

- ❖ Career focused club that connects female business students with multifaceted professionals, while cultivating a community to empower women in various industries
- ❖ Expand industry knowledge and professional network by attending speaker panels and club events

Green Greeks, Boulder, CO

Fall 2018-Fall 2019

- ❖ Myself and several members of the Delta Gamma Sorority, planned and executed a sustainability movement through the utilization of a tracking app, resulting in a decrease of over 1600 pounds of carbon emissions
- ❖ Coordinated the implementation of compost bins within 38 Panhellenic houses

RELEVANT PROJECTS:

Clout Fantasy Consultant

Summer 2021

- ❖ Acted as a consultant for Clout Fantasy, a startup esports betting company, and identified the most efficient allocation of CFs' marketing spend while driving down the customer acquisition cost
- ❖ Conducted a literature review, primary and secondary research, as well as a final presentation to the CEO of Clout Fantasy and his associates

ICSC: Case Competition: Awarded 2nd / 9 teams

Fall 2020

- ❖ ICSC challenged students to research and present a site selection pitch for Ikea executives seeking to grow the retailer's presence in North America
- ❖ Link to presentation: <https://www.youtube.com/watch?v=t1dOKVgkEWo>

BASCOM: Case Competition:: Awarded 2nd / 3 teams

Fall 2020

- ❖ Challenged to evaluate a potential investment opportunity "The Residences" in Las Vegas, Nevada
- ❖ Drafted a detailed proforma to recommend the most cost efficient loan needed for the acquisition, and compared market rent analysis of competitors to provide a more accurate understanding of the investment opportunity

SKILLS & INTERESTS

- ❖ **Technology:** Argus Trained, Qualtrics, Microsoft Excel, R Script, Regression Analysis, Power Point, Sage, Datarobot
- ❖ **Interests:** Travel, Snowboarding, Attending Concerts, Volunteering