

JAMES A. GRAASKAMP COLLECTION OF TEACHING MATERIALS  
III. REAL ESTATE DEPARTMENT ADMINISTRATION  
E. Masters Program  
3. Letters of Recommendation

AIREA. WP  
2-18-88

February 19, 1988

Society of Real Estate Appraisers  
225 North Michigan Ave.  
Chicago, IL 60601-7601

RE:

We are delighted to recommend \_\_\_\_\_ for consideration of scholarship assistance for his graduate work leading to a MS Degree in Real Estate Appraisal and Investment Analysis.

\_\_\_\_\_ has been working his way through school as an asset manager for a local development firm. Before that he was a commercial loan underwriter and property manager for nearly four years so that he has an exceptional base of experience prior to graduate work. This experience has made him one of our best student analysts and an excellent candidate on readings and case materials. He is definitely in the top 10 percent of our current group of more than 100 graduate students and has our unqualified recommendation.

Sincerely,

James A. Graaskamp  
Chairman, Urban Land Economist

JAG:bam

Enclosure

AMINREAP.WP  
2-10-88

February 10, 1988

Society of Real Estate Appraisers  
Education Division  
Product Development Manager  
225 N. Michigan Avenue  
Chicago, IL 60601

RE:

We are pleased to recommend \_\_\_\_\_ for scholarship consideration. He has initiated work for his MS Degree in real estate appraisal for investment analysis this semester and will finish in May of 1989. He has proven to be an excellent student, a natural student leader with his enthusiasm and common sense approach. He has our unqualified recommendation.

Sincerely,

James A. Graaskamp

JAG:bam

November 10, 1987

The Appointments Officer  
Curtin University of Technology  
Kent Street  
Bentley, 6102  
Western AUSTRALIA

Re: Robert R. Fraser

Gentlemen:

It has come to our attention that Robert R. Fraser has applied for consideration as Growth Equities Mutual Professor in Valuation and Land Economy. In 1982 Robert Fraser was at the University of Wisconsin in Madison for two semesters as a graduate Fellow, and in the first quarter of 1983 I had opportunity to visit and lecture at the Institute in Perth. Therefore, I am delighted to have opportunity to comment on the qualifications of Robert Fraser.

While Robert Fraser was here on campus as a Fellow, he participated in our graduate programs in Urban Land Economics and in Valuation. He had an insatiable curiosity about theory and method and how theory could bridge the gap to application in practical business situations. He quickly assimilated the Wisconsin theoretical position, and we assisted him in obtaining a research opportunity with Charles Cook at the Lincoln Institute in Cambridge, Massachusetts. Cook is the leading exponent of computerized assessment systems for mass valuation. Cook was delighted with Fraser's intensity and intelligent grasp of the Lincoln Institute systems. I understand that since then Robert Fraser has assisted in introducing those systems in Melbourne. In addition, Bob developed a definitive manual for use of the CAMA systems which is used in many parts of the world and received some sort of recognition at a symposium in the USA several years ago.

Robert Fraser has a great deal of real estate expertise in terms of residential, farm, and commercial properties which could have given him a very lucrative career in the industry. Instead, he has been persistent in his efforts to expand real estate education opportunities in Australia and to demonstrate to industry the long term advantages of systematic research and improved sophistication of business methods. His natural curiosity and talent for problem solving leads him into a variety of academic/industry consulting exchanges which then enrich his teaching.

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November 10, 1987

During our visit to Perth Bob talked at great lengths about the opportunities for a graduate program with master's degrees for professionals and ultimately Ph.D. degrees for educators since real estate would play a significant role in the economic development of Western Australia. The Wisconsin tradition in real estate which regards land as a public utility and a natural resource to be shaped by enlightened public policy is uniquely compatible with the needs and opportunity in Australia. Having read the announcement of the position, I believe there is an excellent match between Robert Fraser and his demonstrated academic record and the objectives of the faculty position you wish to fill.

Bob Fraser has the good character, good sense of humor and family support that convert a good scholar to a sensitive teacher and valued colleague. We have very much treasured our relationship with Bob, his wife, and his two children since he first visited our campus. He has our unqualified recommendation for this opportunity on the Curtin University faculty.

Sincerely,

James A. Graaskamp  
Chairman, Real Estate & Urban Land Economics

JAG/db

# University of Wisconsin Madison

School of Business  
1155 Observatory Drive  
Madison, Wisconsin 53706

Graduate School of Business

January 27, 1982

University of Wisconsin Law School  
Admissions Office  
232 Law Building  
Madison, WI 53706

RE:

To Whom it may concern:

We are pleased to comment on our former advisee, who received an undergraduate major in Real Estate and Urban Land Economics and then an MS degree in Real Estate Appraisal and Investment Analysis from our department in 1980. She is an exceptionally capable and determined young lady. She is a most attractive, girlish, outdoorsy woman whose appearance is both disarming and misleading as she is as tough-minded, independent, and intelligent a person as I have met. Throughout her academic career she ran student boarding houses that were part of the family holdings on a tough but fair basis, and upon graduation she took over responsibility for operations of a major hotel in downtown Madison and has been running it firmly and well in a competitive market. She has poise, zest and hutzpah.

Academically she was an excellent student, excelling at analysis and creative solutions. She communicates well both orally and in writing. Our department has its own English instructor grade written papers on form while we grade them for substance and she received nothing but A's for her written work as English projects. She can relate to and work with other people as appropriate and take command as necessary. She has good social instincts and judgment and maturity well beyond her years. Her weaknesses would be a tendency towards impatience, a tendency to manipulate, and to be a little self serving in her relationships with others.

She has the presence that comes with character and she will excel academically at any field she chooses. Nevertheless she has my unqualified recommendation for Law School.

Sincerely,

James A. Graaskamp  
Chairman, Real Estate and Urban Land Economics

1210 Winn Trail  
Madison, Wisconsin 53704  
March 29, 1982

Professor James A. Graaskamp  
School of Business  
University of Wisconsin-Madison  
1105 Observatory Drive  
Madison, Wisconsin 53706

Dear Chief:

I have applied to a few more law schools and would very much appreciate you forwarding letters of recommendation to them on my behalf. As before, pre-addressed and pre-stamped envelopes have been included for your convenience. I have also included a copy of the information I sent you in December in case you do not have a copy of the letters you already sent.

Additional schools to which I would appreciate your sending a letter of recommendation on my behalf are:

✓ Marquette University School of Law  
Admissions Office  
1103 West Wisconsin Avenue  
Milwaukee, Wisconsin 53233

(Please use enclosed form. Letters are also welcome.)

✓ Hamline University School of Law  
Admissions Office  
1536 Hewitt Avenue  
St. Paul, Minnesota 55104

✓ Office of Admissions  
University of Puget Sound Law School  
950 Broadway Plaza  
Tacoma, Washington 98402

(Please use enclosed form.)

✓ Admissions Committee  
University of Denver College of Law  
200 West Fourteenth Avenue  
Denver, Colorado 80204

Should you have any questions call anytime: 241-2580 or 257-8811.

*Thanks Chief!*  
*Sincerely*

*P.S. For Marquette: You've known me since spring 1976.*

# University of Wisconsin Madison

School of Business  
1155 Observatory Drive  
Madison, Wisconsin 53706

Graduate School of Business

May 14, 1980

TO: Office for Foreign Students and Faculty  
115 Science Hall

The Immigration and Naturalization Service  
517 E. Wisconsin Avenue  
Milwaukee, WI 53202

FROM: Prof. James A. Graaskamp *J.A.G.*  
Chairman, Real Estate & Urban Land Economics

RE: Career Training for May Wong

May Wong will graduate in May 1980 with a BBA in Business and a major in Real Estate. Before returning to Hong Kong she has the opportunity for training for a six-month period in the Milwaukee office of the American Appraisal Company, and this has unique application to appraisal work in Hong Kong.

Hong Kong appraisal tends to follow the English tradition of the cost to replace less depreciation methodology, what they term a cost survey, which is why they call both real estate and marine appraisers "surveyors" in English commercial areas. In the U.S. and particularly at universities the cost approach is regarded as having little relevance as compared to capitalized income or discounted cash flow methods, so there is little course emphasis on this technique.

However the American Appraisal Company is the leading exponent on the cost approach as applied to both real estate and machinery in American and International commercial zones dominated by the American viewpoint. American Appraisal Company maintains both computerized cost services and vast libraries of machinery catalogs that are used throughout the world. Thus an apprenticeship with American Appraisal Company in its Milwaukee home office would be of immeasurable value to May Wong when she returns to Hong Kong and would be a unique training experience which is not available on campus or in Hong Kong. Her familiarity with the American Appraisal Company methodology and format will almost guarantee her an appraisal job when she returns to Hong Kong.