

JAMES A. GRAASKAMP COLLECTION OF TEACHING MATERIALS

V. INDUSTRY SEMINARS AND SPEECHES - SHORT TERM

I. Other Presentations In Which Either The Date And /  
Or Sponsoring Organization Is Missing

4. Education Topics

d. "Real Estate Careers" no date

## Real Estate Careers

- I. Life style is the first choice
  - A. Where do you want to live - region and metropolitan area - real estate is a cumulative information process - doesn't always travel well.
  - B. How do you want to live?
    1. Normal work day schedule
    2. Lots of travel or stay close to home
    3. Institutional security or go for broke or billions
  - C. Where do you see yourself in 5 years?
    1. Independent entrepreneur
    2. Institutional executive
    3. Back with family firm
    4. Credentials which permit geographic mobility
- II. With some tentative answers to the above what resources do I have to identify job opportunities?
  - A. Visit Room 118 and talk it over with me
  - B. School of Business Placement Center or Engineering
  - C. The Real Estate Alumni have proven to be a powerful factor in assisting on job search
  - D. Room 118 library of professional real estate people and firms to direct a mail inquiry to a selected community or selected type of opportunity
  - E. Employment board - Room 118
- III. We have four types of graduates - undergraduate real estate majors, construction majors, double majors in real estate and finance, and MS graduates.
  - A. Opportunities for the real estate majors and a double major include:
    1. Mortgage banking
    2. Loan officer for <sup>small</sup> banks and savings and loan associations and some credit unions
    3. Appraisal trainees (American or Iowa, etc.) insurance and government
    4. Assessment trainee
    5. Corporate real estate including store acquisition, etc.
    6. Commercial brokerage trainee
    7. Property management trainee
    8. Real estate research (poor pay)
    9. Government real estate management, city, state & federal agencies
    10. Residential brokerage
  - B. Construction administration
    1. Corporate real estate and space departments (Osco, Allis Chalmers, etc.)
    2. Property management - major commercial
    3. Large development firms like Hoffman, Century, Kaufmann & Broad
    4. Appraisal
    5. Government as assessor, inspector, etc.
    6. Commercial rep (light steel or Wick)
    7. Building product sales

8. Small contractors where graduate has trade experience
  9. Create his own business
  10. Estimating or assistant clerk of the works with large general
  11. Project super trainee for oversea contracts
  12. Engineering services such as fire rating agencies, product testing such as Underwriters Laboratories, or risk control inspection for property casualty companies
- IV. Those who go on for an MS degree are able to start at the larger firm with more responsibility and better pay
- A. Large banks and insurance companies virtually insist on a graduate degree
  - B. Real estate research and appraisal companies
  - C. Consulting firms (avoid accounting firms)
  - D. Commercial leasing as an access to development and property management
  - E. Commercial leasing as access to commercial brokerage (Coldwell Banker) (testing the development trainee)
  - F. Real estate investment analyst
  - G. Project officer for a builder/developer
  - H. Entre with accounting, computer, or professional undergraduate degree
  - I. Corporate real estate
  - J. Shopping center management
  - K. Initiate a new service company
  - L. Buy an old building and remodel it