

TOMORROW'S REAL

ESTATE

LEADERS 2022



PROGRAM AGENDA

November 4-6, 2022

ABOUT

Tomorrow's Real Estate Leaders

Tomorrow's Real Estate Leaders, to be held November 4-6, is ARA's diversity, equity, and inclusion program designed for students to accelerate their careers in investment management and commercial real estate.

Over the course of the 2.5-day program, you will be exposed to ARA's national portfolio of real estate assets, gaining practical experience and skills to start building your career in real estate. Sessions will include hands-on workshops with our acquisitions and asset management teams, interview tips for landing your first job in commercial real estate, a session from our head of research on the Future of Real Estate, a virtual asset tour, and many other engaging and career-focused learning sessions.

The entire experience is centered on helping you gain exposure and learn more about the investment management and commercial real estate industries.

The program will conclude with a case study competition, during which participants will prepare group presentations for a chance to win prizes and a possible summer internship with ARA.

Friday | November 4

Welcome: My Journey into Real Estate with Chairman and CEO, Stanley Iezman

The Future of Real Estate: The Role of Research in Real Estate

The Role of Real Estate in the Investment Portfolio

Overview: The Role of the Broker

Icebreaker Introductions of Fellows

ARA Networking Breakout Sessions

Saturday | November 5

ESG+R: The Intersection of Environmental, Social, Governance plus Resiliency and Real Estate Investing

Panel Discussion: Transitioning from College to Career

Keynote Speaker (Announcement of 2022 speaker coming soon)

The Day in the Life of an Asset Management Analyst

The Day in the Life of an Acquisitions Analyst

Sunday | November 6

Virtual Asset Tour

Landing Your First Commercial Real Estate Job

Recruitment Round Table

Investment Recommendation Team Presentations

Award Ceremony & Closing

Farewell and Networking Breakout

Exact program sessions are tentative. The final agenda will include session times and will be provided to students in advance of the program start date.

2022 Keynote Speaker



Ron Frierson
Director of Economic Development Policy
for the Western U.S.
Amazon

Ron Frierson is the Director of Economic Development Policy for the Western U.S. at Amazon, where he provides strategic leadership for the brand's key growth initiatives, including efforts to expand their physical footprint. Before his post at Amazon, Mr. Frierson served as the Director of Economic Policy for Los Angeles Mayor Eric Garcetti, leading a team that developed business policy for the world's third largest metropolitan economy.

Mr. Frierson and his team were instrumental in developing programs to help the city's economy stabilize and recover from the disruption of the COVID-19 pandemic, as well as for helping stand up storage for the city's vaccine supplies. His career spans more than 20 years of service in the public and private sectors and includes site selection, management consulting, real estate brokerage, entitlement, and development, as well as labor analytics and supply chain analysis.



“We are committed to making investments that are sustainable and resilient, and we recognize we cannot achieve this goal without diversity of people and ideas in our workforce and leadership.”

- ARA Chairman and CEO Stanley Iezman

PROGRAM REQUIREMENTS

Enrollment Status

Currently enrolled as an undergraduate and will have completed at least two semesters or four quarters of college by August 2022.

School Curriculum

3.5 GPA or higher recommended but not required. All majors accepted.

Eligibility

18 years of age or older. Be of a group underrepresented in commercial real estate/ investment management industries, including, but not limited to, individuals who identify as Black or African American, Latinx or Hispanic, Asian, Pacific Islander, or the indigenous peoples of the Americas, including Native Americans and Alaskan Natives, the program is also open to all women of any background/culture.

What makes your application stand out?



Thoughtful Intention Statement



Demonstrated Interest in Commercial Real Estate



High GPA



Extracurricular Involvement

HOW TO APPLY

Visit students.aracapital.com for application link.

Submit your application in advance of the due date of: October 7, 2022.

PREVIOUS STUDENTS

“...a great, eye-opening experience that broadened my knowledge of not only the real estate industry but also investment management.”



“ARA’s Future Real Estate Leaders program was a great, eye-opening experience that broadened my knowledge of not only the real estate industry but also investment management. It was very engaging, and the case competition was a fun way to analyze a prospective real estate investment, while also getting to know my other fellows! I would highly encourage anyone to apply in the future.”

- **Hailie Person, University of Southern California**
TREL Participant



“The TREL program at ARA truly boosted my interest in commercial real estate. I learned a lot in the three-day program – it helped me better understand different career paths in real estate and what key things to look at when trying to find a good investment. It was also very beneficial and intriguing to get to listen to such prestigious guest speakers. The TREL program was a great experience, and I recommend any college student with an interest in real estate to try to be a part of it.”

- **Alec Nguyen, Florida State University**
TREL Participant and 2022 ARA Asset Management Intern



“This program was a perfect introduction to the many opportunities available in commercial real estate and investment management. Hearing the esteemed speakers talk about their work inspired me to pursue a career in this industry myself. I loved being able to network with ARA professionals and fellow participants, which led me to my dream job after graduation!”

- **Sophia Lopez, Trinity College-Hartford**
TREL participant and ARA Portfolio Management Analyst

PEOPLE YOU WILL MEET

Program Director



Chris Smith
Assistant Vice President
Asset Management
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Chris Smith is Assistant Vice President, Asset Management, responsible for the asset management of a portfolio of office and industrial assets in the Southern California and South Florida markets. Mr. Smith also serves as a member of the firm's Valuation Committee. Prior to joining ARA, Mr. Smith was an Associate at Vintage Capital Group, involved with the sourcing, underwriting, due diligence, and redevelopment of grocery-anchored shopping centers and regional malls. Prior to that, he was a Senior Associate at JH Snyder Co., involved in the acquisition, development, client reporting, and disposition of office, retail, and multi-family assets in Southern California.

ARA Team Members



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Program Recognition

In September 2021, Tomorrow's Real Estate Leaders program was honored with a Trailblazer Award by Verdical Group¹. The awards celebrate leaders who are creating paths for others to follow through their work in climate, carbon, energy, water, waste, transit, and equity.

The program has also been featured in *Pensions and Investments* and partners with the PREA Foundation and Thrive Scholars, both nationally recognized programs advancing diversity and equity in the real estate industry.

¹ The award was conveyed on September 16, 2021, from Verdical Group to ARA in recognition of Tomorrow's Real Estate Leaders Program that was held in March of 2021.



ABOUT

ARA

American Realty Advisors is a private equity real estate investment manager of institutional quality commercial real estate portfolios with more than 500 investors and over \$13.0 billion¹ in assets under management.

With a national footprint, 34-year track record, and a deep understanding of each market, ARA's investment professionals source opportunities nationwide leveraging its extensive network of principals, partners, brokers, developers, lenders, industry contacts, and local market experts. We believe our experience and investment process assures potential sellers and partners that transactions can be executed quickly and successfully.

¹ As of December 31, 2022

KEYNOTE SPEAKER

2022 Keynote Announcement Coming Soon



FALL 2021 KEYNOTE SPEAKER

Malcolm Johnson
Chief Executive Officer
Langdon Park Capital

Malcolm Johnson directs the overall strategy and operations of Langdon Park Capital, a real estate investment management firm that focuses on ethical investment and opportunistic development in often overlooked communities.

Previously, he was a Director in JPMorgan's Commercial Real Estate group, where he led the firm's efforts on a new platform that deployed equity into affordable and workforce housing projects in markets across the country. Mr. Johnson joined JPMorgan in 2012 as the senior coverage banker in the firm's Real Estate Banking group in Los Angeles, where he underwrote and arranged \$3 billion in debt financing for institutional real estate developers and investment firms.



SPRING 2021 KEYNOTE SPEAKER

Dr. Raphael Bostic
President and CEO
Federal Reserve Bank of Atlanta

Dr. Raphael W. Bostic is president and chief executive officer of the Federal Reserve Bank of Atlanta. Dr. Bostic took office in 2017 and is a participant on the Federal Open Market Committee, the monetary policymaking body of the Federal Reserve System.

He previously served in the Obama Administration as assistant secretary for policy development and research at the U.S. Department of Housing and Urban Development. Dr. Bostic also served as a faculty member at the University of Southern California in the School of Policy, Planning, and Development.



“We are committed to making investments that are sustainable and resilient, and we recognize we cannot achieve this goal without diversity of people and ideas in our workforce and leadership.”

- ARA Chairman and CEO Stanley Iezman

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