



TOMORROW'S REAL ESTATE LEADERS 2023



AMERICAN
REALTY ADVISORS

INSTITUTIONAL CAPITAL MANAGEMENT



ABOUT

Tomorrow's Real Estate Leaders

Tomorrow's Real Estate Leaders, to be held November 3-5, 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.

PROGRAM AGENDA

November 3-5, 2023

Friday November 3	Saturday November 4	Sunday November 5
Welcome: My Journey into Real Estate with Chairman and CEO, Stanley Iezman	The Future of Real Estate: The Role of Research in Real Estate	Virtual Asset Tour
The Role of Real Estate in the Investment Portfolio	Panel Discussion: Transitioning from College to Career	Landing Your First Commercial Real Estate Job
Overview: The Role of the Broker	Keynote Speaker: Director of Global Portfolio Strategy and Transactions for Amazon, London Kemp Boykin	Recruitment Round Table
Investment Presentations for Case Study	The Day in the Life of an Asset Management Analyst	Investment Recommendation Team Presentations
Icebreaker Introductions of Fellows	The Day in the Life of an Acquisitions Analyst	Award Ceremony & Closing
ARA Networking Breakout Sessions		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.

SPEAKER HIGHLIGHT

2023 Keynote Speaker



London Kemp Boykin
Director of Global Portfolio Strategy and Transactions
Amazon

London Kemp Boykin is the Director of Global Portfolio Strategy and Transactions at Amazon. In this role, she is responsible for leading global portfolio strategy, research and analytics, and transaction management for approximately 60 million square feet of commercial real estate. London began her career at White & Case, LLP in the complex commercial litigation division and transitioned to her first real estate role in-house for The Cheesecake Factory Restaurants, Inc. She has over 15 years of experience managing multi-billion-dollar U.S. and international real estate portfolios at companies including Walmart, NBC, Ingram Micro, Netflix and Amazon. Her global real estate experience includes management of a \$1.8 billion development fund, acquisitions, dispositions, development, operations, and leasing across a variety of asset types (retail, restaurant retail, distribution/fulfillment, data centers, theme parks, antennas, oil and gas, billboards, studios, production, industrial, and office). She has a dual Bachelor of Arts degree in Political Science and Comparative Women’s Studies from Spelman College and a Juris Doctorate from the University Southern California Gould School of Law. Among other awards and accolades, in 2021 and 2022 London was honored as Commercial Observer’s Power LA, and in 2020 London was honored for Outstanding Excellence & Influence in Los Angeles Commercial Real Estate. London presently serves on the Board of Directors for the Hollywood Chamber of Commerce, Global Governing Trustee for the Urban Land Institute and the Real Estate Associate Program (REAP), a non-profit board designed to foster opportunities in Commercial Real Estate for Minorities and Women.

Previous Keynote Speakers



2022
Ron Frierson
Director of Economic Development for the Western U.S. Amazon



FALL 2021
Malcolm Johnson
Chief Executive Officer Langdon Park Capital



SPRING 2021
Dr. Raphael Bostic
President and CEO Federal Reserve Bank of Atlanta



“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 2023.

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, Latino 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

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
Vice President
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Chris Smith is 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 award celebrates 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 600 investors and over \$12.3 billion¹ in assets under management.

With a national footprint, 35-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 June 30, 2023

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