

A photograph of three diverse professionals in a meeting. On the left, a woman with long, curly brown hair is smiling and holding a pen and papers. In the center, a man with a beard and short dark hair is smiling and holding a notebook. On the right, a woman with short dark hair and a gold hoop earring is looking towards the man. They are all in a bright, modern office setting with large windows in the background.

# TOMORROW'S REAL ESTATE LEADERS 2024



AMERICAN  
REALTY ADVISORS

INSTITUTIONAL CAPITAL MANAGEMENT





ABOUT

# Tomorrow’s Real Estate Leaders

Tomorrow’s Real Estate Leaders is ARA’s diversity, equity, and inclusion program designed for students to accelerate their careers in investment management and commercial real estate. The program will take place virtually on November 15-17, 2024.

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 DATES

# November 15-17, 2024

Program Agenda Coming Soon

### 2023 Program

Friday	Saturday	Sunday
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, Laurie Lustig-Bower, Executive Vice President, CBRE	Keynote Speaker: Director World Wide Real Estate Development 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

*The above agenda is from our 2023 program. The 2024 agenda and speakers are coming soon.*



SPEAKER HIGHLIGHT

2024 Keynote Speaker



**Arturo Sneider, SCLS**  
**CEO**  
Primestor Development, Inc.

Mr. Sneider is founding partner/CEO of Primestor Development, Inc. His responsibilities include acquisitions, project inception and design, capital structuring and corporate management. With a strong focus in largely underserved communities, Primestor’s diverse portfolio has maintained an approximate 95 percent occupancy rate in approximately 80 projects.

Primestor is currently working on approximately 1 million square feet of new development, managing over 3 million square feet in diverse minority markets and overseeing a portfolio of approximately \$750 million dollars.

Since 1990, Mr. Sneider has acquired and transacted in dozens of properties and projects located in California, Illinois, Nevada, Florida, and Arizona that have ranged in size and costs from under \$1 million to over \$100 million, with an aggregate cost basis of approximately \$750 million.

Mr. Sneider is a member of YPO, Board Member/Director of the LA County Capital Asset Leasing Corporation, and Trustee of ICSC. He has been an advisor to the City of Los Angeles’ Economic Development Department, as well as a member of the city’s Development Industry Advisory Council. Mr. Sneider was born in Mexico City and resides in Los Angeles.

Previous Keynote Speakers



**2023**  
**London Kemp Boykin**  
Director World Wide Real Estate Development Amazon



**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 2024.

## 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*



# PEOPLE YOU WILL MEET

## Program Director



**Ivy Holz**  
Senior Associate  
Investor Relations  
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Ivy Holz is a Senior Associate within ARA's Investor Relations department. In her role, Ms. Holz supports the administration of investor accounts for ARA's commingled funds including client communication, reporting and management of client information. Prior to joining ARA, Ms. Holz was most recently an Associate with Mesa West and prior to that she worked at Cushman & Wakefield in the Capital Markets group. She received a Bachelor of Science degree in Public Relations at Radford University and has completed additional coursework in Real Estate Finance at American University.

## ARA Team Members



**Stanley Iezman**  
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## Program Recognition

In September 2021, Tomorrow's Real Estate Leaders program was honored with a Trailblazer Award by Verdical Group<sup>1</sup>. 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.

<sup>1</sup> 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 \$11.3 billion<sup>1</sup> in assets under management.

With a national footprint, 36-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.

<sup>1</sup> As of June 30, 2024

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