



Student Real Estate Experience

Chapter Instructions

PURPOSE: Provide a program that will enable undergraduate and graduate students to attend industry wide conferences as well as regional and chapter events.

GOAL: To promote the Commercial Real Estate industry as a viable and exciting career option to potential professionals.

ELIGIBILITY: Full-time students enrolled in a real estate, business, economics or finance program as a junior or senior at the undergraduate level, or enrolled in a graduate program. Students must be 21 years of age prior to attendance.

FUNDING: The Program is funded as all other chapter programs; 50% by the local chapter, 50% by the SIOR Foundation as a matching grant. Funding from the Foundation is granted on a first come/first serve basis. The program is limited to 10 students per conference; each chapter is limited to 2 student attendees per conference and a \$1000 per student match.

SAMPLE BUDGET**

Registration	\$250
Hotel Room	\$800
Travel	\$750
Misc.	\$200
TOTAL	\$2000 - \$1000 from the local chapter and \$1000 from SIOR Foundation

LOGISTICS:

- 1) The local chapter is responsible for recruitment and selection of eligible students. For participation in an SIOR World Conference, selections must be made and applications, along with proof of age, sent to the SIOR Foundation prior to the Early Bird registration deadline. SIOR will register the student/s for the World Conferences and make hotel reservations.
- 2) Chapters are responsible for making travel arrangements for the student attendees.
- 3) Students are encouraged to share a room while attending the conference to reduce costs and enhance the experience.
- 4) A current SIOR must act as a mentor at the conference and commit to the following:

- a. Meet prior to traveling to the conference or at the start of the conference to plan out the student's conference schedule and activities.
- b. The mentor should take students to all events he or she would normally attend including, but not limited to, general sessions, breakouts, dinners, parties and committee meetings if the meeting is an "open" meeting.
- c. When possible, student and mentor should recap at the end of each day to talk through the experience and discuss upcoming events.

FOLLOW-UP:

- 1) A questionnaire, which will require written, narrative answers, will be completed by each student attendee.
- 2) Students should be invited to the next chapter meeting to discuss their experience and to meet the chapter membership.

GRANT SUBMISSION: Following the conference, chapter administrators will forward the following information to SIOR Foundation staff to receive matching funds:

- a. Completed student questionnaires
- b. Copies of all receipts pertaining to travel, room and misc. expenses

** Sample Budget based on reduced rate for attendance at an SIOR World Conference; single room occupancy.



STUDENT REAL ESTATE EXPERIENCE PROGRAM

Student Instructions and Application

Are you in a real estate related college or graduate school program and do you plan on pursuing a career in industrial or office real estate after graduation? Consider attending an event to develop your professional network and learn new business practices and skills. SIOR chapters and the SIOR Foundation have funding available to help off-set the costs of attending a commercial real estate conference or event. Selected applicants will be provided with up to \$2,000 of funding to cover conference expenses, including registration, hotel and travel.

Who can apply?

Any full-time student enrolled in a real estate, business, economics or finance program as a junior or senior at the undergraduate level or any student enrolled in a graduate program. Student must be 21.

Application Process

Fill out the attached application and submit it to the SIOR chapter closest to your home or school. For a list of local chapters and contact information, please [click here](#). Following submission of your application, you will be contacted to schedule a brief interview with a sponsoring SIOR designee from the local chapter.

The Experience

After acceptance, student will be provided with a registration form to submit to SIOR HQ and will be provided with a contact to assist with travel arrangements. If possible, students will share a room at the conference with other student attendees.

Each student attendee will be assigned a sponsoring SIOR member to act as a mentor at the conference. Both student and mentor will commit to the following:

- Meet at the start of the conference (if not prior to traveling to the conference) to plan out the student's conference schedule and activities.
- The mentor should take their student to all events he or she would normally attend including, but not limited to: committee meetings (if "open"), general sessions, breakouts, dinners, and parties.
- When possible, student and mentor should recap at the end of each day or each morning to talk through the experience and discuss upcoming events.

Post Conference Follow Up

Following the conference, student attendees will be provided a questionnaire requiring written, narrative answers.

Students will be invited to a local chapter meeting following the conference in order to speak to the membership about their "experience." The student will also have the opportunity to mix and mingle with the general membership of the chapter.

Students are encouraged to list their participation in the program on their résumés. SIOR will provide suitable language for inclusion on the student's resume.



STUDENT REAL ESTATE EXPERIENCE APPLICATION

Please complete and submit this form via e-mail to your local SIOR chapter.

Student Attendee Information		
Name:		
College/ University:		
Home Address:		
Home City:		State:
Phone:		Email:
Candidate Requirements		
Please confirm the following eligibility requirements:		
<input type="checkbox"/>	Brief Statement of Interest (<i>attach</i>)	
<input type="checkbox"/>	Résumé (<i>attach</i>)	
<input type="checkbox"/>	I am a currently enrolled undergraduate (junior or senior) <i>or</i>	
<input type="checkbox"/>	I am currently enrolled in graduate school	
<input type="checkbox"/>	Major/Field of Study:	
<input type="checkbox"/>	I will be 21 years or older at the time of attendance. (<i>Attach copy of ID</i>)	
<i>Please select the program/event you would like to attend</i>		
<input type="checkbox"/>	World Conference Dates:	Location:
<input type="checkbox"/>	Regional Conference Dates:	Location:
<input type="checkbox"/>	Chapter Event Dates:	Location:

Acknowledgement: By signing this application, I acknowledge that I will be 21 years of age or older at the time of attendance at the sponsored SIOR event. Copy of ID must be provided.

Applicant Signature

Date

**SIOR Student Real Estate Experience
Conference Attendance Program
Post Attendance Questionnaire**

NAME _____

WORLD CONFERENCE – Dates _____ Location _____

CHAPTER SPONSOR - _____ Mentor _____

COLLEGE or UNIVERSITY - _____ City _____

Major _____ Year _____

- 1) Please describe your “Takeaways” from the SIOR World Conference
- 2) Any suggestions on ways to improve the conference?
- 3) Anything you did not like about the conference?
- 4) What benefits does this experience offer for students interested in commercial real estate?
- 5) If you ultimately enter the commercial real estate industry, how likely is it that you would pursue membership in SIOR?
- 6) How important is it to have a current SIOR member as a Mentor to attend with you to introduce you around?
- 7) Would you recommend a one-on-one “Mentoring Session” as part of the “formal program” for student attendees?
- 8) How important was the smaller group dinner(s) to you?
- 9) Would you like a reception or introductory program for just students and some of our leadership?
- 10) Any other thoughts you had on your experience and how to make it more meaningful for both students and members?
- 11) Should we post resumes and areas of interest on the SIOR website so members & students can arrange interviews in advance or offer roundtables by region or firm?
- 12) Should we establish a “Student Member” category? In addition to two World Conferences each year, students could attend Regional and/or Chapter meetings without as much travel. Chapters could be encouraged to offer a reduced “Student Registration Fee” as well.
- 13) Any other thoughts/suggestions?

- 14) How valuable were the General Sessions and breakout sessions? Which programs impressed you the most and why?
- 15) Your scholarship paid for your travel, hotel and conference registration fee. Approximately how much did you spend out-of-pocket?
- 16) How difficult was it for you to have your professors excuse you from classes to attend the SIOR World Conference? Would it be helpful to obtain excused absences if SIOR prepared a conference summary which describes the programs and indicates that our programs qualify with many state real estate commissions as continuing education required to retain a real estate broker license?
- 17) Do you feel like you will stay in contact with some of the fellow students you met?
- 18) Were the group outings helpful?
- 19) Any suggestions for group outings in the future?
- 20) Have you talked about attending a Regional or Chapter meeting?
- 21) Are you inclined to attend a Regional or Chapter meeting?
- 22) Will attendance at the World Conference influence your decisions about a career in commercial real estate?