Careers in Real Estate

Powered By:

- Appraisal Institute
- CCIM
- CRS
- Member of International Council of Shopping Centers
- IREM
- Mortgage Bankers Association of Alabama
- Culverhouse College of Commerce
- Alabama Center for Real Estate
- University of South Alabama Center for Real Estate and Economic Development
ACRE’s core purpose is to advance the Alabama’s real estate industry by providing relevant resources in research, education, and outreach.

The Center, founded in 1996 by the Alabama Association of REALTORS, the Alabama Real Estate Commission and The University of Alabama’s Culverhouse College of Commerce, also acts as an industry liaison to benefit students pursuing a career in real estate. The relationship between the Center and our industry stakeholders is one of the Center’s greatest strengths.
Management Associate Program
Program Overview
As a Management Associate, you will select a predetermined career path and enter into a three-phased program beginning at the corporate headquarters in Birmingham, Ala. The Management Associate program provides invaluable guidance and perspective from Regions' senior management, which will play a vital role in your career development. The investment of time and resources by senior leadership displays their commitment to developing Region’s future leaders.

The program begins with six weeks in Birmingham, Ala. During this phase, you will receive exposure to Regions’ unique corporate culture and relationship philosophy. Phase one gives you exposure to all facets of the bank and truly grows your knowledge of Regions as a whole. Your development will be delivered through:

• Hands-on experience
• Networking opportunities
• Shadowing and tours
• Classroom training
• Community involvement
• Mentorship
• Exposure to Senior Executives

www.regions.com/about_regions/management_program.rf
Forum Roadmap

I. Organization Intro
II. Panel Insight & Advice
III. Q/A
A Career in Real Estate Appraisal
• **What is An Appraisal:**
An opinion of value provided by valuation professional

• **What is an Appraiser:**
one who provides objective, impartial, and unbiased opinions about the value of real property

• **What Qualifications Must Appraiser Have:**
Alabama requires appraisers to be state licensed or state certified
To become a real property appraiser you need to meet the minimum requirements:

- College Education plus Additional Appraisal Education
- Experience - Working with a Mentor as a Trainee
- State Licensing - Alabama Real Estate Appraisers Board
  Trainee Real Property Appraiser
  Licensed Real Property Appraiser
  Certified Residential Real Property Appraiser
  Certified General Real Property Appraiser

SAMPLE Required College Courses
• English Composition
• Macro Economics
• Micro Economics
• Finance
• Algebra, Geometry or higher level mathematics
• Statistics
• Computer Science
• Business or Real Estate Law
• Two (2) electives in accounting, geography, agricultural economics, business management, or real estate
A Career in Commercial Real Estate

CCIM Institute
Commercial Real Estate’s Global Standard for Professional Achievement
What is CCIM Institute?

- **World’s Largest:** Comprised of the largest commercial real estate network in the world

- **The Gold Standard:** Only six percent of all commercial real estate practitioners hold the respected and coveted CCIM designation

- **Not Just Brokers:** Represents multiple disciplines within the commercial real estate investment community: leasing, appraisal, commercial brokerage, investments, property management, lending/mortgage banking, legal, and development
A CCIM, or Certified Commercial Investment Member, is a trained expert who can analyze opportunities to help clients make confident, informed choices. Employing a data-driven approach to commercial real estate, CCIMs guide clients’ real estate decisions using financial and market analysis skills combined with their own experience and knowledge of local and national markets. With a CCIM, clients have access to an educated, deliberate process.
A Career in Residential Real Estate
The CRS Designation signals to consumers and other real-estate professionals that you are one of the best of the best.

Annually, Certified Residential Specialists earn more than triple the income of the average REALTOR®, and CRSs complete nearly twice as many transactions each year. Out of more than 1 million REALTORS®, less than 3% are Certified Residential Specialists.

That little percentage equals a huge advantage for agents looking to expand their real estate business, differentiate themselves from a million other agents, and put themselves on a proven path to success.
A Career in Retail Real Estate
The International Council of Shopping Centers (ICSC) can open the door to a world of networking and professional opportunities.
70% of all jobs are found through networking!

ICSC Student Membership provides a powerful array of resources necessary to build a professional network that will help you land your next job or internship.
Scholarships Available!

ICSC Student Members are eligible for the ICSC Foundation's $10,000 graduate scholarships & $5,000 undergraduate scholarships applied to:

- Tuition
- Books
- Other school-type expenses

And an all expense paid trip to ICSC’s annual convention: RECon-Las Vegas in May!
How Can ICSC Help You Find a Job?

The ICSC Network

Online
- ICSC’s Membership Directory contains the contact information of 70,000+ professionals

In Person
- Create your local, regional and national network at 250+ ICSC events

One-on-One Mentoring
- Discuss career advice and schedule informational interviews with industry leaders
What is Next Generation?
Next Generation is ICSC’s educational, networking and mentoring program for new retail real estate professionals seeking to develop and advance their careers and build relationships within the shopping center industry.

Why Next Generation?
Localized meetings featuring professionals from your surrounding area. The mission is to network!
Meetings Include:

- University of Shopping Centers  
  March 6-8, 2017; Philadelphia, PA

- RECon  
  May 21-24, 2017; Las Vegas, NV

- National Next Generation Conference  
  July, 2017 (to be announced)

- Florida Conference  
  August 27-29, 2017; Orlando, FL

- John T. Riordan School for Retail Real Estate Professionals  
  September, 2017, Scottsdale, AZ
Why Attend a Conference?

Conference Programs Feature:
• Potential Employers
• Educational Sessions
• Networking Opportunities
• One-on-One Mentoring
• Student Tracks
• Deal Making
• Keynote Speakers

How to Make a Conference Work For You!
• Register for the Meeting
• Advance Attendee Search
• Request Meetings with Professionals
• Be Prepared with Career Oriented Questions
• Exchange Business Cards
• Follow Up!
The world's largest retail real estate convention
• 35,000+ attendees
• Learn about the industry
• Build your professional network
• Pursue job searches
• Gain career advice
• Student Members can attend for only $50!

**Student Program** Includes:
✓ One-on-One Industry Mentoring
✓ Talent Development Pavilion
✓ University Row
✓ Breakfast with the Trustees
We’re here to help you!

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connect with us!

[Icons for Facebook, LinkedIn, Twitter, Instagram, and Checkmark]
A Career in Property Management
What Is A Property Manager?

A property manager is someone who

• Maintains and manages property according to the goals of ownership
• Oversees property for an owner or group
• Personally interacts with residents and tenants to ensure satisfaction and renewal
• Prepares financial statements and budgets of property
• Manages employees and contractors
• Ensures property is safe, marketable, and up-to-code
How Can IREM® Help You Throughout Your Career?

• Local chapters
• Networking events
• National conferences
• Publications
• Journal of Property Management
• Online job board - free to job seekers
A Career in Mortgage Banking
Who We Are

• Federal & State Chartered Banks, Credit Unions, Thrifts, etc.
• Independent or Publicly Owned Mortgage Bankers, Warehouse Lenders, Mortgage Servicing Companies
• **Industry Vendors:** Credit Bureaus, Compliance, Analytics, Appraisal/Evaluation Companies
• **Associates:** Title Companies, Mortgage Insurance Companies, Law Firms, Consultants, etc.
MBAA internship program is designed for junior or senior pursuing a degree in Finance. MBA students are also encouraged to apply.

- Must complete application process and email to MBAAinternship@gmail.com
- Intern Commitment: **June 3rd through July 28th**
- 6 lesson education & certification program
- Work directly with mortgage bankers, vendors & management.
- Participate in all stages of loan workflow ranging from origination to loan sale in the secondary market to mortgage servicing.
Panel Insights & Advice

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Questions & Answers

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