

ULI North Florida Young Leader (YLG) Mentor Program 2017

The Program

The mission of the ULI North Florida Mentor Program is to foster an exchange of professional ideas and mentorship between experienced executives in the industry (“Mentors”) and young real estate professionals (“Mentees”). The goal is to provide Mentors the opportunity to strengthen ties with a future leader of the North Florida real estate community and to gain a fresh perspective and additional experience as an advisor, supporter and coach. Mentees will have the chance to learn from experienced industry professionals and discuss career-related topics with a successful industry veteran.

Mentor Program Guidelines

Building a professional and social relationship between Mentor and Mentee is accomplished through attending Mentor Program-sponsored ULI events, as well as meeting individually on your own time. The more committed a Mentor and Mentee are to the relationship, the more beneficial it is for both parties. The following guidelines have been established to provide all participants the most satisfactory experience:

- Communicate with your Mentor/Mentee via phone or email on a regular basis (at least twice a month). Share a meal or causal meeting at least three times during the program (once every 8 weeks).
- Establish guidelines for telephone calls/means of contact. Respectfully return calls and emails.
- Attend two sponsored Mentor Program Events throughout the year: Kick-off Event & Final Event
- Consider attending other ULI North Florida events together.
- Mentor should try to invite their Mentee to meet at the Mentor’s office for at least one of their mentoring meetings.

Roles and Responsibilities in Mentoring Relationships

MENTOR: As a Mentor, you will serve as the link between career goals and the realities of the business world for one young professional. You will have the opportunity to increase the value of the North Florida real estate community by personally investing in future young leaders. We hope you will discover the personal and professional benefits of making a difference in a young professional’s career development. Specifically, a Mentor should:

- Provide guidance based on past business experiences and share stories of your career trajectory, including mistakes
- Take time to help Mentees learn more about your area(s) of expertise
- Create a positive counseling relationship and a climate of open communication
- Help Mentees identify problems and solutions
- Refer Mentees to other business associates, if appropriate

MENTEE: As a Mentee, you will benefit from personal interaction with an experienced real estate professional. You will be given the opportunity to create and foster a relationship that you may keep for years past your involvement in the program. Specifically, a Mentee should:

- Help share the nature of the relationship (Determine the kind of mentoring you want and communicate your goals to your Mentor)
- Establish realistic and attainable expectations for yourself and Mentor
- Solicit feedback from your Mentor on your professional demeanor and presentation
- Come prepared to discuss issues or interests at each meeting
- Refrain from expecting to find employment or business leads from your Mentor

MENTOR/MENTEE TOGETHER:

- Schedule regular, formal meetings
- Identify roles the Mentor can play to help the Mentee achieve goals
- Develop an action plan to achieve agreed upon goals
- Determine the level of structure in the relationship

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Application

Key Dates: Application Deadline: **Wednesday, May 31, 2017***
 Kick-off Lunch – July 13, 2017; Location TBD
 Closing Event – November 2, 2017; Location TBD

Commitment: Attendance to events listed above and one-on-one meetings with mentor. Enrollment is limited to mentor availability, on a first come-first serve basis. **ULI membership is required.** Cost of the program, if you are placed, is \$65 for YLG and \$50 for students members.** (Scholarships may be available if funding is an issue, please submit request to Hannah.King@ULI.org.)

Name: _____

Company: _____

Position/Title: _____

Address (work): _____

City/State/Zip: _____

Phone (work): _____

E-mail Address: _____

Please provide the following, so that we may do our best in matching you with a Mentor:

- 1. Brief cover letter addressing (attached separately):**
 - Why are you applying for the Mentorship Program?
 - How do you hope to benefit from participation in the program?
 - What you are looking for in a mentor?

2. Resume and/or 200-250 word bio (attach separately)

3. Please answer the following:

From which area of real estate would you like your Mentor to come? *(Please pick your top 3 from categories listed # 1 – 3)*

Functional Work Area(s)

- | | | |
|--|--|--|
| <input type="checkbox"/> Appraisal | <input type="checkbox"/> Development | <input type="checkbox"/> Principal / Entrepreneur |
| <input type="checkbox"/> Architecture | <input type="checkbox"/> Engineering | <input type="checkbox"/> Property Management |
| <input type="checkbox"/> Asset Management | <input type="checkbox"/> Investment Brokerage | <input type="checkbox"/> Public Affairs/Government Relations |
| <input type="checkbox"/> Construction Land | <input type="checkbox"/> Use/Planning | <input type="checkbox"/> Public Sector |
| <input type="checkbox"/> Consulting | <input type="checkbox"/> Landlord Representation | <input type="checkbox"/> Redevelopment |
| <input type="checkbox"/> Financing/Capital Markets | <input type="checkbox"/> Legal Services | <input type="checkbox"/> Tenant Representation |
| | | <input type="checkbox"/> Other _____ |

Asset Type Real Estate Work Area(s)

Hotels Mixed-Use Retail
 Industrial Multi-Family Institutional
 Office Residential Other _____

What area of real estate do you come from?

Functional Real Estate Work Area(s) - Past and Present – Please indicate Years of Experience:

Appraisal Development Principal / Entrepreneur
 Architecture Engineering Property Management
 Asset Management Investment Brokerage Public Affairs/Government Relations
 Construction Land Use/Planning Public Sector
 Consulting Landlord Representation Redevelopment
 Financing/Capital Markets Legal Services Tenant Representation
 Other _____

Asset Type Real Estate Work Area(s) – Past and Present – Please indicate Years of Experience:

Hotels Mixed-Use Retail
 Industrial Multi-Family Institutional
 Office Other _____

Are you a student? NO YES

If YES, are you involved in a mentor program at your school? NO YES

How many years of full-time work experience do you have? _____

Hobbies / Interests:

If we are unable to match your desired categories, do you still want to be matched? NO YES

*No applications will be accepted after the deadline. Any applications not containing all of the above items or conforming to the above specifications will be considered incomplete.

**You must be a ULI member to apply.

Mentee Agreement: I, _____, am aware of the commitment to attend receptions and one-on-one meetings with my mentor during the Mentor Program and will make my best effort to ensure the success of the ULI North Florida Mentor Program.

Signature (Date)

Please return by Wednesday May 31, 2017 to: Hannah.king@uli.org