

# Fall 2016 REC Elections

*Thursday, December 1, 6pm at the Pyle Center*

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## **Co-Vice Presidents**

*Luke Voss and Nick Brown*

*Fordy Gates and Grady Capobianco*

## **Treasurer**

*Vince Moita*

## **Secretary**

*Jack Gillett*

## **Grad Career Fair Coordinator**

*Nick Mussati*

## **Undergrad Career Fair Coordinator**

*Clayton Lesniak*

## **Event Director**

*Sam Elliot*

*Jackson Webster*

## **Media Director**

*Matthew Spalter*

## **Web Coordinator**

*Josie Jampolis*

*Eric Bakken*

## **Social Chairs**

*Bryan Li and Ou Chung*

*Kevin Kalzow and Avery Lefkowitz*

# **Co-Vice Presidents**

We, Luke Voss and Nick Brown, are honored to be your candidate for Co-Vice-Presidents of the greatest Real Estate Club in the nation.

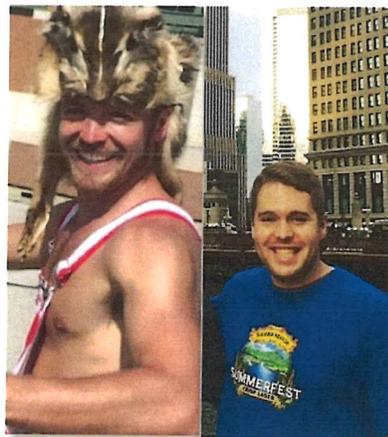
As active members of the Real Estate Club, we completely understand the hard work and dedication needed from the executive board to maintain the club's success. We believe that the combination of our personal and professional experiences has prepared us to be excellent representatives for our esteemed club. Our platform for being Co-Vice-Presidents is centered around building camaraderie between members, promoting deeper interaction with alumni, and continuing the great real world education the club provides. The following is a few specifics of our platform:

- Facilitate group discussion for decisions on club trips and guest speakers
- Sponsor happy hours, tailgates, and other social events to build camaraderie between members
- Utilize industry connections to continue the tradition of renown speakers at club meetings
- Give back to the community and promote the club through service projects and other volunteer opportunities
- Re-introduce and formalize a mentorship program between MBA's and undergraduates
- Actively recruit new members and promote meeting attendance

We thank you for the opportunity to present our platform. We believe our Real Estate Club is the best in the nation and it would be our honor to continue its legacy. If you have any questions, or would like to provide any input, please reach out to us anytime.



Luke Voss



Nick Brown

**A**s Co-Presidents of the best Real Estate Club in the country, Fordy Gates and Grady Capobianco will continue the tradition of exposing undergraduate and graduate members to the best there is in the real estate business, both locally and nationally.

With Grady's background in development on the east coast and Fordy's experience in the underwriting and finance sectors of the business in both Chicago and New York, the pair will offer very diverse industry perspectives. With a combined 10 years of professional real estate experience, Grady and Fordy can provide the proper outreach that will be extremely valuable for all club members. Whether you are aiming for a career in development, finance, investment, brokerage, or valuation, we pledge to create the strongest networks for you to be successful while at the University of Wisconsin and in your future career endeavors. Here are a few of our plans as Co-Presidents:

### **Expand Social Club Outings**

The room is currently filled with dozens of future successful real estate entrepreneurs. In five or ten years, you may be working with one another, calling one another about a new investment opportunity, or helping a fellow badger transition to a new job at your firm. The time is now to make sure these lifelong relationships are established. By planning events for the real estate club to get together more than once a month, we ensure that these events will create long lasting relationships that will be beneficial to your careers going forward.

### **Property Tours and Real World Experiences**

Seeing real-world, tangible properties is essential in learning the overall real estate industry. We want to expand property tour and club trip opportunities for all club members so that no one misses out on these great educational experiences. By effectively managing the Real Estate Club budget, we will ensure that more students will be able to attend these scheduled trips. We are planning property tours and interactive sessions across all four major asset types – industrial, office, retail, and hotel.

### **Interactive Career Days and CEO Panels**

With our well-connected network throughout the real estate and development industries, we will be able to obtain some of the most innovative speakers and professionals within the real estate realm. We will ensure that these panels and career days are interactive, so that all club members will have the opportunity to establish relationships with future employers. One panel we have organized includes John Gates, former CEO of the first publicly traded industrial REIT, who sold his company to the California State Pension Fund in the largest industrial deal of its time. He will lead an interactive discussion panel with other industry CEO's such as Paul Zeller (Zeller Realty) and John Siff (Prairie Realty Advisors).

### **2017 Innovation Awards Series – Hickory Street Capital**

Hickory Street Capital, a real estate development company owned by the Ricketts family (owners of the Chicago Cubs), is building a lifestyle mixed-use development adjacent to Wrigley Field. The development will consist of two main buildings and a community-oriented open air plaza. The first building will be anchored by the new home of the Chicago Cubs front office, and the second building will be anchored by Hotel Zachary and various mixed-use retail. The open-air plaza will feature many park like elements that will help serve as the town center of Wrigleyville. We've received a verbal acceptance from Tom Rickett's and his firm for the Innovation Award Series, and we will have an opportunity to tour and learn about their new front office facilities during a trip to Chicago next fall.

**Treasurer**



# Vince Moita

JD/MBA'18

*For*

Real Estate Club

Treasurer

In Law School, I served as the treasurer for the student body of 900+. In that capacity, I balanced the budget for over 40 student organizations, and oversaw the allocation of over \$60k in student activity fees.

Experienced, Accessible,  
Transparent  
Your *Funds*, Your *Club*.

**Secretary**

Name: Jack Gillett  
Year: Junior  
Major: Real Estate & Finance

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### **Secretary**

I am formally running for the secretary position within the Real Estate Club executive board for the 2017 spring semester. I joined the club as a sophomore and have become increasingly involved throughout the years. As the current secretary, I have devoted my time to provide the most effective communication for the club. I now have the opportunity to continue my contributions and increase the experience for all club members.

The Wisconsin real estate program is annually ranked top in the country, and the Real Estate Club is an integral part of the program. Every aspect of the club should reflect this prestigious ranking, and as secretary I am committed to improving the current communication in the club.

The current mass email server used by the club is outdated and inefficient. If elected, I plan on converting the current email chain to a new and advantageous application. This change will increase the experience for all real estate club members. The new application will simplify the process for club members to receive information regarding club events, career opportunities and interesting articles.

I look forward improving the REC experience and know that I can make significant contributions to the club. Thank you and On Wisconsin!

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# **Grad Career Fair Coordinator**

## **NICK MUSSATTI – MBA CANDIDATE, CLASS OF 2018 CAREER FAIR COORDINATOR**

UW-Madison's Real Estate Program is the best in the nation, with an unparalleled reputation in the industry. As an MBA candidate, I have witnessed firsthand how far the Wisconsin name reaches – into every market, every sector, from small shop to massive corporation – and I promise to continue this legacy by helping to build an outstanding Real Estate Career Fair, the premier recruitment event for our club and program. Wisconsin's name will open almost any door in real estate, and it is an event like this that allows us to walk through it.

I am currently an MBA candidate, but I received my Bachelors of Arts in Economics from UW in 2013. I chose to return for my MBA because we have the best real estate program in the nation, bar none. As an undergraduate, I competed for many of the same jobs as business students, but I had nowhere near the same opportunities for career preparation and placement. Having worked in the industry prior to returning to UW, I know now just how valuable the career fair is to our members looking for that crucial first job or internship, which can set you up for the rest of your professional life.

My undergraduate partner and I will ensure that the 2017 career fair runs smoothly for all recruiters, so that they can focus on hiring **YOU**. Throughout the year, we will coordinate with companies, UW Career Services, and Real Estate Club, all to build a career fair that will best position our members for success after graduation. In addition, I hope to work with our club officers to create a pre-fair workshop for our members, so they can better prepare for interviews with the companies coming to recruit.

It would be an honor to work on behalf of our club members as your Graduate Career Fair Coordinator, and I hope to earn your vote. On Wisconsin!

# **UG Career Fair Coordinator**

## Clayton Lesniak, Sophomore Career Fair Coordinator

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My name is Clay Lesniak. I am excited to announce my candidacy for Career Fair Coordinator of the Real Estate Club. As a newer member, I see this position as an incredible opportunity to get more involved and continue to strengthen this club's previous outstanding connections with alumni and recruiters.

As a senior in high school, I served as the President of the DECA Business Club. As president, we won the state championship in multiple events and I helped increase the clubs size by over twenty-five percent. Last summer, I interned with Lincoln Property Company in Chicago where I learned from and networked with many of commercial real estate's industry leaders. I will use my outside experience to continue to improve the best real estate club in the nation. I will strive to effectively coordinate event dates, organize a BuckyNet registration page for companies, create invitations, execute day-of operations, and finally follow up with companies thanking them for their attendance.

The Career Fair Coordinator is a great fit for me because I am organized, creative, motivated, and committed. I have strong communication skills and will fight to bring the club's most desired businesses to campus.

Thank you for your consideration, and On Wisconsin!



Clayton Lesniak

# **Event Director**

Sam Elliot  
REC Spring 2017 Platform  
Event Manager

Hi everyone, my name is Sam Elliot. I am a junior double-majoring in real estate and finance. I have been in the Real Estate Club since the first semester of my freshman year, and served as Marketing Director in the spring of 2016. Having ample experience in the club, I know what it takes to make each REC meeting a success. The details matter, and I will ensure that things run smoothly for everyone involved. I'm looking forward to another great semester with the club, and I hope you choose me as your Event Manager.

Go Bucky!

Jackson T. Webster  
Platform | Event Director

My name is Jackson Webster and I would like serve as Event Director for the Real Estate Club. I am a freshman pre-business student aiming to major in real estate. Although this is my first year as a member of the Real Estate Club, I feel I am qualified for an executive board position for two reasons.

First, I am passionate about pursuing a career in real estate and will take the position seriously. As the club most specific to my major and interest, I want to see the RE Club grow and prosper. I see myself contributing to this progression by ensuring our events run smoothly.

Second, I have lots of experience in event direction. Last year, I served as CEO for our marketing class's Junior Achievement company. We worked all year to produce EntrovationCLE; a business-expo showcasing 200 innovative-entrepreneurs to over 5,000 Clevelanders. Throughout the year, I was in charge of facilitating communication between our teacher and our 46 student-employees. I was also responsible for making sure all employees met their goals to ensure our event ran smoothly. Last year I also held the Marketing Chair position for a student organization called Students With A Purpose. We hosted nearly 600 high school students at concert event to raise money to provide school tuition for children in Africa. Both of these positions involved me applying communication, organization, and creative skill to ensure an event ran as smoothly and successfully as possible.

In total, I feel I have the passion and the experience to be an innovative and capable Event Director for the Real Estate Club. Thank you for your consideration!

# **Media Director**

Media Director Platform – Matthew Spalter

I believe I could serve as an efficient executive member to the Real Estate Club holding the new position as Media Director. I think it is important to market the Real Estate Club as a large and cohesive community. In doing so, we need to be able to effectively show and introduce the large group of individuals who belong to REC to those who are interested in Real Estate or interested in joining the Real Estate Club. I think that creating and handing out flyers for each event is essential to our marketing strategy but we should also introduce the “member of the week” to our fellow badgers in getting to know the individuals who belong to our club. This allows the student body to be introduced to our community and the incredible members that belong to it.



# **Web Coordinator**

Hi, my name is Josie Jampolis and I joined Real Estate Club at the start of my Sophomore year. I have enjoyed it and I want to get more involved. I have a strong work ethic and can be of benefit to the organization. I work well with others and look forward to collaborating closely with the media director and secretary to enhance our social media and web presence.

Therefore, I am interested in running for the undergraduate Web Coordinator position. The position requires managing the club's online presence through Facebook, Twitter, Instagram, and the website. I will work diligently to best represent our events via social media. I will make sure all of the club's media platforms are up to date, easily accessible, and visually appealing. As the social media landscape is constantly changing, I will also monitor the latest trends to assure our club has a meaningful and current presence.

I look forward to my participation and hope you consider me for the position of your next Web Coordinator!

## Web Coordinator

Eric Bakken, BBA '17

The Wisconsin Real Estate Club website is the outside world's window into our world. To put our best foot forward and showcase our world-class students and academics to prospective employers, students, and members, the website must be clean, relevant, and up-to-date. Liz Krueger has done a fantastic job designing, building, and maintaining this website. I'm excited to continue building on this foundation, working closely with the Media Director and the rest of the Executive Board. As Web Coordinator, these are my goals:

- Add subtle branding enhancements for consistency with the Wisconsin School of Business and the University of Wisconsin-Madison.
- Develop an event calendar that can be automatically synchronized to members' email and smartphone calendars to provide reminders and alerts.
- Post information about every meeting, event, info session, and job opportunity for members.
- Post a recap of every club meeting with slides, audio, and video
- Create a section with a different featured alumnus each week. This will allow students to gain exposure to different areas of the real estate industry, as well as increase alumni interaction.
- Add student résumés for prospective employers.
- Add a page with common real estate jargon and lingo. This will be especially helpful for freshmen and sophomores who haven't yet taken any Real Estate courses.
- Add a page for professors to feature their research and relevant news.
- Keep social media (Facebook, Twitter, Instagram, LinkedIn) up-to-date and relevant.

I welcome any feedback and ideas from all members. Thank you!

# **Social Chairs**

## Social Chairs Application

Running Candidates: **Bryan Li and Ou Chung**  
Major: Real Estate & Entrepreneurship and Real Estate & Finance  
Year: Junior X 2  
Hometown: Changsha, China and Seoul, South Korea  
Areas we would like to focus on:

### *Recruitment Drive*

- While **we will** continuously drive to **increase number of members**, by targeting not just American students, but huge international student population on campus which will add **diversity** into our group. This will lead to **MORE CASH** for our real estate club.

### *Club Socials*

- While we will host social events such as ice skating, golf outing, basketball, paint ball or any other activities that can tighten relationships between the club members, also would like to focus on **strengthening the relationship between MBAs and undergraduates**. Having access to MBAs through student organization is unique feature that Real Estate Club only provides compare to other student org on campus.
- We will also provide outside information such as a social event hosted by other professional organization such as NAIOP Wisconsin Chapter, etc as this can be good opportunity to **expand professional network**.
- We would like to host **social event** followed by club meetings on Thursday **with guest speaker**. We will host less formal event after the club meeting upon approval of guest speaker that can better connect the guest speakers and students together.

### *Community Service*

- We will host a community service event that will help local organizations who are already trying to better the community such as porchlight, habitat for community, etc. This will not just help community, but also **expand our great Wisconsin Real Estate Club's name**.

## **Kevin Kalzow**

Hello I am Kevin Kazlow and a senior at UW. I am a four-year member of the club and have participated on two club trips. I have an understanding of the people within the club and am friendly with the current leadership in place.

## **Avery Lefkowitz**

Hello I am Avery Lefkowitz and a senior here at UW. I have been a member of the Real Estate Club and served as both Secretary and Co-Social Chair for two semesters. I have an understanding of both how the club works and the great members of this club.

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Together, we plan on organizing multiple events in order to foster a relationship building atmosphere. In the past, there have been opportunities for club members to get to know each other on a personal level and we want to keep that going. Especially with a club mixed with both undergraduate and graduate students, we want to organize events to allow the younger students to learn from our more experienced members.

If we are elected Social Chairs, here is what we have planned:

### **Pontoon Porch Outing**

We saw how amazing and fun this was and want to to do it again. Let's end the Spring with a bang!

### **Basketball Viewing Party**

What better way to bring members together by watching our team and celebrating Bucky?

Also, we want to here from our members as to what they want to do. As elected officials you got to give the people what they want!