



Wednesday, February 8th 2012



CO-PRESIDENTS' MESSAGE

Thanks to everyone who attended our first meeting of the year – it was a great success! Brad Olsen, of Atlantic Partners, was extremely happy with the great turnout and was impressed by the amount of questions received.

Also, big thanks are in order to our Career Fair Coordinators for putting on another great event this year. Nearly 30 firms exhibited at Union South, looking for both interns and full-time hires at the undergraduate and graduate levels.

This semester, the club will also head east to discover the Boston real estate market from March 14-16. Boston is a city that, according to a recent Forbes article, is expected to experience a real estate recovery sooner than most of the country. The trip is packed with many tours and events. It will be a great trip!

Chad and Mark

UPCOMING CLUB EVENTS

- ◆ **Thursday, February 9th: Innovator Award Presentation and REC Meeting at the Pyle Center**
 - 7:00 pm Pizza & Beverages
 - 7:30 pm Innovator award and Presentation from **Doug Frye, President and CEO of Collier's International**

- ◆ **March 14th – 16th: Real Estate Club trip to Boston, MA**
 - Scheduled Highlights: Jones Lang LaSalle, Boston Redevelopment Authority and MUCH more!
 - Cost: Students pay airfare; \$50 down deposit; \$139/nt reserved rate at Holiday Inn Beacon Hill (students typically share room and split cost) reserved under “University of Wisconsin Real Estate.”
 - Contact Real Estate Club officers with additional questions

ANNOUNCEMENTS

- ◆ **Portraits from career fair will soon be posted on REC's Picasa website**
 - If you had your picture taken at the REC Career Fair, you'll soon receive an email with instructions on how to access and download your new headshot!
- ◆ **Check out the new and improved REC website at: <http://www.realestateclub.org/>**



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THIS WEEK'S PRESENTATION

Doug Frye, President and CEO, Colliers International

Doug Frye is President and Chief Executive Officer (CEO) of Colliers International, the world's third largest commercial real estate services firm, a position he has held since 2002. He is also Chairman of the Colliers International Governing Committee (CIGC), which oversees the Colliers International brand on a global scale.

Doug has been instrumental in helping the enterprise to grow its platform both organically and through key strategic acquisitions and partnerships globally. These efforts have resulted in exceptional growth in the organization's revenues, from \$200 million in 2001 to approximately \$2 billion in 2010. Recently, he helped evolve the organization from a network of independent firms to a global enterprise, now ranked as the second most powerful brand in the industry worldwide.

Doug has more than 20 years' experience in commercial real estate and has held several leadership positions with top industry firms.

