



Port of Virginia Tour

## HRACRE INTERN PROGRAM COMMITTEE AND INTERN RECRUITING

HRACRE's Intern Program Committee gathers applications, resumes and transcripts from students who are interested in participating in HRACRE's Intern Program. Materials are shared with HRACRE member companies who have expressed an interest in employing an intern. Interviews, hiring and compensation are arranged between the companies and the candidates. The Program runs June/July.

We encourage all HRACRE member companies to incorporate our Program into their in-house intern programs. The experience is unique and expands the interns' knowledge of the commercial real estate industry as a whole.

## HRACRE IS THE "VOICE OF COMMERCIAL REAL ESTATE" IN HAMPTON ROADS.

The HRACRE Internship Program was established in 2007 to attract the best and brightest students to Hampton Roads so they can become familiar with what the area has to offer and gain an overview of the many facets of our industry. HRACRE's program is designed to help college students interested in working in the commercial real estate industry find a summer internship with one of our member companies. Our six-week program provides interesting and educational events presented by top industry professionals and numerous networking opportunities.

### Graduating Interns



## Hampton Roads Association for Commercial Real Estate

# Annual Summer Internship Program

*HRACRE promotes the commercial real estate industry by educating its members on key issues, monitoring and addressing industry-related legislation, and taking the lead in the industry's evolution within the region and the commonwealth.*

Phone: (757) 481-2494 Fax: (757) 481-1621  
Email: [ADMIN@HRACRE.ORG](mailto:ADMIN@HRACRE.ORG)  
Website: [WWW.HRACRE.ORG](http://WWW.HRACRE.ORG)

[www.hracre.org](http://www.hracre.org)

# HRACRE INTERNS . . .

## . . . WILL HAVE CHALLENGING AND ORGANIZED ROLES AT PARTICIPATING COMPANIES!

*"We have had an intern almost every year of the program, and it has been a great experience for us and the interns."*

### MARY S. LONG

President  
Stewart Title & Settlement

*"Participating in the HRACRE Internship Program provided me with an excellent introduction to the Hampton Roads commercial real estate industry. With the experience, information and relationships I gained from the internship, I successfully transitioned to a full-time position with Cushman & Wakefield | Thalhimer following my final year at ODU. I highly recommend the program to any individual considering a career in commercial real estate."*

### GEOFF POSTON

Vice President  
Cushman & Wakefield | Thalhimer

*"The HRACRE Summer Internship Program introduced me to many different aspects of the commercial real estate industry. I had such a positive experience participating in the program that I ultimately decided to pursue a career in Commercial Real Estate Appraisal. I started my full-time position as an Appraiser right after graduation."*

### R. DREW HAREZA, MAI

Director  
Valbridge Property Advisors

## . . . WILL HAVE A FUN, POSITIVE AND INFORMATIVE EXPERIENCE!

### Typical Schedule of Programs & Activities

#### An Overview of Commercial Real Estate

Skip Sacks - Virginia State Counsel  
Stewart Title Guaranty Company

#### Brokerage

Andy Stein - Vice President  
Harvey Lindsay Commercial Real Estate

#### Virginia Port Authority Tour

Russell Young - Economic Development Director  
Virginia Port Authority

#### The 5 C's of Credit

Thomas Dillon - SVP, Real Estate Financial Services  
Union First Market Bank

#### About Economic Development

Steven Wright - Economic Development Director  
City of Chesapeake

#### Enclosed Shopping Centers

Bob Orlando, CSM - General Manager  
Patrick Henry Mall

#### Speed Mentoring hosted by Old Dominion University

Provides an opportunity to learn from and network with professionals in these disciplines.

#### Land Records - Where it All Begins

Mary S. Long - President  
Stewart Title & Settlement

#### HRACRE's Regularly Scheduled Luncheon

Networking with 150+ members of the Commercial Real Estate Industry

#### Intern Program Closing Luncheon

Interns Receive Certificates

Appraisers • Architects  
Attorneys • Brokers  
Developers • Engineers  
Lawyers • Title

## . . . WILL BECOME IMPORTANT MEMBERS OF THE REAL ESTATE COMMUNITY IN HAMPTON ROADS!

It is always our intent that participating students, through their extensive exposure to the commercial real estate industry and the valuable connections made while in the program, remain in Hampton Roads upon graduation thus becoming important members of our community.

A number of students who have participated in HRACRE's Internship Program have found full time employment with HRACRE member companies. These include:

- **CBRE**
- **Cushman & Wakefield | Thalhimer**
- **Divaris Real Estate, Inc.**
- **Harvey Lindsay Commercial Real Estate**
- **HBA Architecture & Interior Design**
- **Ionic DeZign Studios**
- **S. L. Nusbaum Realty Co.**
- **Valbridge Property Advisors | Axial Advisory Group**



Patrick Henry Mall tour



Speed Mentoring at ODU