

The Minority Resource LLC
 Business Career Paths for Talented Students
 2010 Summer Curriculum
 (Rev. 4-21-10)

* REAP Associate
 ** Minority Professional
 *** Non-Minority Professional

DATE	SUBJECT	PRESENTER / HOST	COMPANY	POSITION
6/15/2010 TUESDAY	COURSE OVERVIEW <i>What Is The Minority Resource ?</i> <i>Business Career Paths for Talented Men and Women</i>	Mike Bush***	The Minority Resource LLC	President
	<i>What You Consider</i> <i>Management</i> Careers in Commercial Real Estate, Construction, and Banking			
	<i>What is "Management"?</i> Management produces a profit Real Estate Mall Manager > > Security Guard Construction Project Manager > > Carpenter Banking Loan Officer > > Teller	Harold Nelson**	Stonebridge Carras	Senior Property Manager
	<i>How You Investigate</i> Industry Professionals Teach and Network with You	Freddie Lewis Archer**	Lewis Real Estate Services	Principal
	<i>How Business Career Paths Open</i> Education Networking Internships	REAP Associates		
	<i>Speed Networking -- Meet Your Classmates</i>	<u>TMR</u> Class of 2010		
	SHOPPING CENTERS = COMMERCIAL REAL ESTATE = INCOME PROPERTIES Retailing - A Quick Survey - From Souk to Shopping Center			
	Your Customers - Who are they ?	Randall Clarke* DeeDee Wellington*	Brightwood Group NewTower Trust	VP Mid-Atlantic Commercial Trust Officer
	Your Shopping Center - Where is it Located ?	Keith Sellars* Carla Merritt*	WDCEP LeDroit Park Dev't	Sr.Vice President Development President

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6/15/2010	SHOPPING CENTERS (Continued) Your Tenants - Who are they ? How do you find them ?	Numa Jerome** Robb Parker* Nat Centeno*	Combined Properties Vornado / Chas.E.Smith Simon Property Group	Sr.VP East Coast Leasing General Manager Mall Manager
6/17/2010	NETWORKING, INTERVIEWING and RESUMES Presenting Yourself Making Conversation Following Up Practice	Michele Smith*** Philip Altschuler*** <u>TMR</u> Class of 2010	JBG Companies Gables Residential	Sr. Vice Pres. HR and Admin. VP Human Resources
6/22/2010	NETWORKING RECEPTION Present Yourself / Enjoy Conversation / Follow Up	Ernie Jarvis** <u>TMR</u> Class of 2010 REAP Associates	CB Richard Ellis	Managing Director
6/24/2010	SHOPPING CENTERS (Continued) Your Center - Keeping it Looking Good	Marissa Centeno* Erin Smith*	Edens & Avant Simon Property Group	Regional Property Manager Mall Manager
6/29/2010	Your Center - Making or Losing Money			
7/1/2010	SHOPPING CENTERS (Concluded) Site Visit City Vista - 5th and K NW	Adrian Washington** Tim Baker*** Alicia Board* Michelle Shelton* Joe Carrol**	Neighborhood Dev't Corp. Safeway Neighborhood Dev't Corp. Safeway Lowe Enterprises	President Vice President Real Estate Development Associate Real Estate Representative Vice President

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7/8/2010	CONSTRUCTION			
	Design and Working Drawings	Darrel Rippeteau***	Rippeteau Architects	Principal
	The Construction Process	Gerry Sigal***	Sigal Construction	Chairman /CEO
	Estimating the Cost	Henry Gilford**	Gilford Corporation	CEO
	Bidding against Your Competitors	Al Moses**	A.R.T. Design Build	Director
	Putting up the Buildings	Cell Bernadino**	Fort Lincoln New Town	VP Development / Construction
		Nathan Gorham*	JBG Companies	Project Manager
		Kapres Meadows*	Westwood College	Program Director
		James Morrow*	Allrenhammer Electric	Principal
7/13/2010	KICK THE BRICKS	Gerry Sigal***	Sigal Construction	Chairman /CEO
	Visiting a Construction Site -- Wilson High School			
7/15/2010	SURVIVAL SKILLS IN CORPORATE AMERICA	Fern Barrueta**	Barrueta & Associates	Founder
	Business Etiquette	REAP Associates		
7/20/2010	BANKING	Doyle Mitchell**	Industrial Bank	President
	Making a Loan to Pay Hard and Soft Costs	Tony Marquez**	HSBC Bank	Sr. Vice President
		Buwa Binitie*	Dantes Partners	Principal
		Chyla Evans*	ACMS - ORR	Chief Operating Officer
		Clint Jackson*	DC Mayor's Office	Development Manager
7/22/2010	RECEPTION -- GRADUATION	<u>TMR</u> Class of 2010		
	Present Yourself / Enjoy Conversation / Follow Up			
7/29/2010	Finding Mentors	REAP Associates		
	Fall Internship Possibilities	Mike Bush***	The Minority Resource LLC	President