

# MENTORING. MAKE A DIFFERENCE.



The mission of the ULI Orange County/Inland Empire Young Leaders Group Mentorship Program is to foster an exchange of professional ideas, friendship, and expertise among young real estate professionals and industry veterans that are members of the Urban Land Institute. This program matches young professionals (“Protégés”) from the Young Leaders Group with experienced professionals (“Mentors”) for guidance and support, while offering mentors an opportunity to strengthen ties with future real estate leaders.

## THE MENTORING RELATIONSHIP

The Mentorship Program affords both young and experienced professionals the opportunity to develop a dynamic relationship from which both mentors and protégés benefit in a small group setting. The ideal mentoring relationship is one that exceeds fact-finding and delves into personal knowledge and experience. In many cases, young professionals have certain career goals, but do not have the firsthand experience or insight on what to expect or how to achieve their goals. Mentors are invaluable resources in helping guide and advise the protégés to actualize their based upon their experiences.

Building professional and social relationships with each other is accomplished through participating in a minimum of six (6) group sessions with at least three (3) qualified and diverse protégés and one seasoned mentor. The structure of each meeting will be designed by the group members to ensure that key concerns and objectives of each group are addressed.

## MENTOR

As a mentor, you will serve as the link between career goals and the realities of the business world for at least three (3) young professionals or graduate students. As a mentor, you will discover the personal benefits of making a difference in a young professional’s career development.

## Rewards of Being Mentor

- Make a difference in the lives of young professionals interested in your area of expertise.
- Create valuable networking and recruiting opportunities.
- Strengthen your ties with Urban Land Institute’s Young Leaders Group.
- Gain a fresh perspective and additional experience as an advisor, supporter, tutor and coach.
- Receive personal and professional satisfaction by contributing to the success and growth of your protégés.
- Increase the value of the local real estate community by personally investing in future young professionals.

## PROTÉGÉS

As a protégé, you will benefit from personal interaction with an experienced real estate professional as well as a small group of your colleagues. You will be given an opportunity to create and foster relationships that will broaden your industry knowledge and help you to understand the variety of fields within the real estate industry. Please review this list to assess whether you are prepared to be a protégé:

- I know the kind of mentoring you want.
- I can be counted on to carry out commitments to follow up with my Mentor.
- I appreciate the Mentor’s willingness to participate.
- I believe I can offer my protégé group and mentor something. The relationship should be mutually beneficial.
- I am not using my Mentor to find employment and am committed to fostering a long-term relationship with my Mentor.



APPLICATION DEADLINE: December 11, 2015

KICK-OFF RECEPTION: January 28, 2016 5:30 PM Location TBD

**COMMITMENT (MENTOR):**

A minimum of six (6) group meetings to be scheduled during 2016 (following the kick-off reception). Discussion and forum topics will be selected as a group and you will be asked to make a small presentation on a topic of professional interest at one of the meetings. Each meeting will last approximately 1½ to 2 hours. Enrollment is limited to mentor availability, on a first come-first serve basis. ULI membership is required. \*\* A \$110 enrollment fee will be assessed to you if you are placed in the Mentorship Program.

**Have you participated in this Mentorship Program before?** NO \_\_\_\_\_ YES \_\_\_\_\_ YEAR \_\_\_\_\_

**If YES, who was/were your past mentor(s):** \_\_\_\_\_

**NAME** \_\_\_\_\_ **COMPANY** \_\_\_\_\_

**POSITION/TITLE** \_\_\_\_\_ **ADDRESS (WORK)** \_\_\_\_\_

**CITY** \_\_\_\_\_ **STATE** \_\_\_\_\_ **ZIP** \_\_\_\_\_ **PHONE (WORK)** \_\_\_\_\_

**ULI MEMBER ID** \_\_\_\_\_ **E-MAIL ADDRESS** \_\_\_\_\_

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

**1. Cover Letter addressing:**

- 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. Submit headshot, 200-250 word Bio AND your Resume**

- Bio includes:  
professional background, family life  
and activities enjoyed outside of the ULI

**3. Please answer the following:**

What area of real estate would you like your Mentor to come from? (Please rank in order of preference, starting with 1 as most preferred)

**Functional Work Area(s)**

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

**Asset Type Real Estate Work Area(s)**

- |                                     |                                       |  |
|-------------------------------------|---------------------------------------|--|
| <input type="checkbox"/> Hotel      | <input type="checkbox"/> Mixed-Use    | <input type="checkbox"/> Retail        |
| <input type="checkbox"/> Industrial | <input type="checkbox"/> Multi-Family | <input type="checkbox"/> Institutional |
| <input type="checkbox"/> Office     |                                       | <input type="checkbox"/> Other: _____  |

**SECTION 2 MENTOR QUESTIONNAIRE**

What area of real estate do you come from?

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

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

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

- |                                     |                                       |  |
|-------------------------------------|---------------------------------------|--|
| <input type="checkbox"/> Hotel      | <input type="checkbox"/> Mixed-Use    | <input type="checkbox"/> Retail        |
| <input type="checkbox"/> Industrial | <input type="checkbox"/> Multi-Family | <input type="checkbox"/> Institutional |
| <input type="checkbox"/> Office     |                                       | <input type="checkbox"/> 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 \_\_\_\_

**Protégé Agreement:** I, \_\_\_\_\_, am aware of the commitment attend 6 group meetings with my mentor group during the 2016 calendar year and will make my best effort to ensure the success of the ULI Orange County/Inland Empire Young Leaders Group Mentorship Program. I will also make my best effort to be available to meet with my mentor group on an as needed basis throughout the year.

\_\_\_\_\_  
**Signature**

\_\_\_\_\_  
**Date**

**Please return by December 11, 2015 to: [orangecounty@uli.org](mailto:orangecounty@uli.org). See Program Guidelines for additional contact information.**

\*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.