



## NAIOP Scholars: Promoting student membership, education, participation and career opportunities.

### 2017-2018 Benefits

[www.NAIOPNJ.org/StudentMembers](http://www.NAIOPNJ.org/StudentMembers)

**Attend events at no extra charge • Enter CRE Intercollegiate Case Study Competition • Access NAIOP Members • Gain Knowledge & Connections that Advance Careers**

NAIOP NJ, the commercial real estate development association, recognizes the importance of Student Members to our association and our industry: educating students on industry issues, and introducing them to our organization and members will ensure that we have a pool of future leaders, members and advocates. Student Members receive all the benefits of membership: full access to NAIOP News, Advocacy, Information, Opportunities and People...and more!

■ Subscriptions to Chapter News and the WeekEnd Brief public policy bulletin ■ Full access to the website, including the NJ Member Directory ■ Opportunities to meet industry leaders, policy makers and Developing Leaders ■ Access to our Facebook and LinkedIn groups. ■ Free registration for most events.



**Access to Industry Leaders, Connections to Employment Opportunities:** NAIOP Scholars underwrites Student Member participation at programs, giving them the benefit of educational seminars and access to networking opportunities that may lead to industry careers. Student Members annually have over a dozen opportunities to attend educational & networking events that give them a real-world understanding of industry issues and an introduction to the industry leaders who may be their future employers! NAIOP Scholars enables Student Members to attend such events at no charge, as well as hosted DL Mixers and Evening with a Legend dinners. Many former Student Members are now working for NAIOP members.



**CREICS Student Competition:** The 2017 competition saw teams from Rutgers, Monmouth, Lehigh and Villanova submit designs for part of the historic Roebling redevelopment in Trenton (donated by Greater Trenton). Judges included Trenton Mayor Eric Jackson and Assemblywoman Liz Muoio. A \$5,000 cash prize was awarded to Team Villanova (fourth photo from top) at the April Chapter Meeting, where all of the students had a chance to present their designs before industry leaders (potentially future employers!).

#### Testimonials:



"NAIOP is a vast network of real estate professionals: developers, attorneys, architects, planners, etc. who bring diverse perspectives and expertise. What I learned from NAIOP programs complemented my coursework in grad school, helping me to connect the subject knowledge to the application. NAIOP events provide an excellent opportunity to learn from and connect with industry professionals, and CEO Mike McGuinness was a tremendous resource in my job search." – **Chanchal Singh, Graduate of the Bloustein School at Rutgers.**



"I first became involved with NAIOP NJ while attending graduate school at the Edward J. Bloustein School of Planning and Public Policy. During my time with NAIOP as an intern, and later as a Student Member, I attended numerous education seminars and other networking events that had a profound impact on my future career path in commercial real estate. "In August of 2016, I joined Newmark Knight Frank as Research Manager. Prior to interviewing, I had already met Seena Stein, one of the company's principals, through NAIOP. In my current position, being a NAIOP member helps me stay ahead of the curve with emerging market trends, and NAIOP events are invaluable in building my professional network. Most recently, I leveraged my NAIOP connections to help widen the distribution of my research publications and bolster the Newmark Knight Frank brand." – **Mark Russo, Graduate of the Bloustein School at Rutgers** (Bottom photo: Mark is employed with NAIOP member Newmark Grubb Knight Frank as Research Manager).



"Meeting real estate professionals working in the field gave me insights into the nuances of development not covered in textbooks or class discussions." - **Winstina Hughes, the Bloustein School at Rutgers** (Second photo: Winstina attended an exclusive NAIOP tour of Global Terminals in Port Elizabeth)

**We are now welcoming Patrons for the 2017-2018 school year:** please contact Barbara Morford (732-729-9900) for details. Learn more about Student Membership and benefits at [www.naiopnj.org](http://www.naiopnj.org). **NAIOP thanks our Patrons:** ■ Forsgate Industrial Partners ■ Colliers International ■ Cushman & Wakefield ■ Whitesell Construction Co. ■ Liberty Property Trust