



**PROJECT REAP – Los Angeles, CA**  
**September 10 - November 14, 2019**

**Sample Course Schedule**

	Monday September 9	Tuesday September 10	Wednesday September 11	Thursday September 12	Friday September 13
6 – 9 PM		<b>Opening Reception</b>		<b>Financial Analysis (Issues &amp; Concepts)</b>  <i>Basic concepts of real estate finance, risk &amp; valuation</i>  <b>CCIM</b>	
	Monday September 16	Tuesday September 17	Wednesday September 18	Thursday September 19	Friday September 20
6 – 9 PM		<b>Financing and Managing the Project</b>  <i>Introduction to the real estate cash flow model</i>		<b>Market Research &amp; Market Analysis</b>  <i>Introd. to market supply &amp; demand drivers</i>	

	Monday September 23	<b>Tuesday September 24</b>	<b>Wednesday September 25</b>	<b>Thursday September 26</b>	Friday September 27
<b>6 – 9 PM</b>		<b>Architecture &amp; Construction</b>		<b>Developing Multifamily</b>  <i>Considerations in developing market-rate housing</i>	
	Monday September 30	<b>Tuesday October 1</b>	<b>Wednesday October 2</b>	<b>Thursday October 3</b>	Friday October 4
<b>6 – 9 PM</b>		<b>Multi-Family Asset Management</b>		<b>Landlord Representation &amp; Retail Development Or Developing Urban Retail</b>	
	Monday October 7	<b>Tuesday October 8</b>	<b>Wednesday October 9</b>	<b>Thursday October 10</b>	Friday October 11
<b>6 – 9 PM</b>		<b>Retail Asset Management</b>		<b>Developing Industrial Properties</b>	

	Monday October 14	<b>Tuesday October 15</b>	<b>Wednesday October 16</b>	<b>Thursday October 17</b>	Friday October 18
<b>6 – 9 PM</b>		<b>Office Asset Management</b>		<b>Trade Association Night &amp; Networking Event</b>  <i>(Candidates &amp; Alumni) Representatives from ICSC, NAIOP, ULI, BOMA, AAREP</i>	
	Monday October 21	<b>Tuesday October 22</b>	<b>Wednesday October 23</b>	<b>Thursday October 24</b>	Friday October 25
<b>6 – 9 PM</b>		<b>Investment Sales &amp; Brokerage</b>		<b>Tenant Representation: Brokerage &amp; Client Services</b>	
	Monday October 28	<b>Tuesday October 29</b>	<b>Wednesday October 30</b>	<b>Thursday October 31</b>	Friday November 1
<b>6 – 9 PM</b>		<b>Capital Markets: Debt and Equity, Private &amp; Public</b>	<b>McDonald's Real Estate Strategy</b>		

	Monday November 4	Tuesday November 5	Wednesday November 6	Thursday November 7	Friday November 8
6 – 9 PM		<b>Walmart Real Estate Strategy</b>		<b>Starbucks Real Estate Strategy</b>  <i>How Starbucks grows via mixed-use &amp; free-standing locations</i>	
	Monday November 11	Tuesday November 12	Wednesday November 13	Thursday November 14	Friday November 15
6 – 9 PM		<b>Panel Discussion: Legal Issues in Commercial Real Estate</b>	<b>Graduation</b>		



**PROJECT REAP - Atlanta, GA**  
**September 11-November 15, 2019**

**Sample Course Schedule**

	Monday September 9	Tuesday September 10	Wednesday September 11	Thursday September 12	Friday September 13
6 – 9 PM			<b>Opening Reception</b>	<b>Financial Analysis (Issues &amp; Concepts)</b>  <i>Basic concepts of real estate finance, risk &amp; valuation</i>	
	Monday September 16	Tuesday September 17	Wednesday September 18	Thursday September 19	Friday September 20
6 – 9 PM		<b>Financing and Managing the Project</b>  <i>Introduction to the real estate cash flow model</i>		<b>Landlord Representation &amp; Retail Development</b>	

	Monday September 23	Tuesday September 24	Wednesday September 25	Thursday September 26	Friday September 27
6 – 9 PM		<b>Retail Asset Management</b>		<b>Acquisitions and Site Selection</b>  <b>Site Visit</b>	
	Monday September 30	Tuesday October 1	Wednesday October 2	Thursday October 3	Friday October 4
6 – 9 PM		<b>Developing Multifamily</b>  <i>Considerations in developing market-rate housing</i>		<b>Multifamily Asset Management</b>	
	Monday October 7	Tuesday October 8	Wednesday October 9	Thursday October 10	Friday October 11
6 – 9 PM		<b>CRE Talk – How to Maximize Your Network</b>		<b>Office Asset Management</b>  <i>Asset &amp; Property Mgmt. concepts of office bldgs. &amp; portfolios</i>	

	Monday October 14	Tuesday October 15	Wednesday October 16	Thursday October 17	Friday October 18
6 – 9 PM		<b>Industrial/Office Development</b>  <i>Introd. to the economics of industrial/office properties</i>  <b>Site Visit</b>		<b>Developing Your Career Trade Association Night &amp; Networking Event</b>  <b>Off-Site Event</b>	
	Monday October 21	Tuesday October 22	Wednesday October 23	Thursday October 24	Friday October 25
6 – 9 PM		<b>Program &amp; Development Management: Legal Aspects &amp; Sustainable Factors of Development</b>		<b>Tenant Representation: Brokerage &amp; Client Services</b>	
	Monday October 28	Tuesday October 29	Wednesday October 30	Thursday October 31	Friday November 1
6 – 9 PM		<b>Panel Discussion: Legal Issues in Commercial Real Estate</b>		<b>McDonald's Real Estate Strategy</b>  <i>How McDonald's grows via mixed-use &amp; free-standing locations</i>	

	<b>Monday November 4</b>	<b>Tuesday November 5</b>	<b>Wednesday November 6</b>	<b>Thursday November 7</b>	<b>Friday November 8</b>
<b>6 – 9 PM</b>		<b>Walmart Real Estate Strategy</b>  <i>How Walmart grows via mixed-use &amp; free-standing locations</i>		<b>Capital Markets: Debt and Equity, Private &amp; Public</b>	
	<b>Monday November 11</b>	<b>Tuesday November 12</b>	<b>Wednesday November 13</b>	<b>Thursday November 14</b>	<b>Friday November 15</b>
<b>6 – 9 PM</b>		<b>Starbucks Real Estate Strategy</b>  <i>How Starbucks grows via mixed-use &amp; free-standing locations</i>			<b>Graduation</b>





**PROJECT REAP - Dallas, TX**  
**September 12-November 14, 2019**

**Sample Course Schedule**

	Monday September 9	Tuesday September 10	Wednesday September 11	Thursday September 12	Friday September 13
6 – 9 PM				<b>Opening Reception</b>	
	Monday September 16	Tuesday September 17	Wednesday September 18	Thursday September 19	Friday September 20
6 – 9 PM		<b>Financial Analysis (Issues &amp; Concepts)</b>  <i>Basic concepts of real estate finance, risk &amp; valuation</i>		<b>Market Analysis – Developing a Vision</b>  <b>Site Visit</b>  <i>Introd. to market supply &amp; demand drivers</i>	
	Monday September 23	Tuesday September 24	Wednesday September 25	Thursday September 26	Friday September 27
6 – 9 PM		<b>Acquisitions and Site Selection</b>		<b>Developing Multifamily</b>  <i>Considerations in developing market-rate housing</i>	

	Monday September 30	Tuesday October 1	Wednesday October 2	Thursday October 3	Friday October 4
6 – 9 PM		<b>Multi-Family Asset Management</b>		<b>Landlord Representation &amp; Retail Development</b>	
	Monday October 7	Tuesday October 8	Wednesday October 9	Thursday October 10	Friday October 11
6 – 9 PM		<b>Retail Asset Management</b>		<b>Office Development</b>  Site Visit  <i>Introd. to the economics of office properties</i>	
	Monday October 14	Tuesday October 15	Wednesday October 16	Thursday October 17	Friday October 18
6 – 9 PM		<b>Office Asset Management</b>  <i>Asset &amp; property mgmt. concepts of office bldgs. &amp; portfolios</i>		<b>Developing Your Career Trade Association Night &amp; Networking Event</b>  <i>(Candidates &amp; Alumni)</i> <b>ICSC, NAIOP, ULI, BOMA</b>	

	Monday October 21	<b>Tuesday October 22</b>	<b>Wednesday October 23</b>	<b>Thursday October 24</b>	Friday October 25
<b>6 – 9 PM</b>		<b>Investment Sales &amp; Brokerage</b>  <i>The role of investment brokers in real estate deal-making</i>		<b>Tenant Representation: Brokerage &amp; Client Services</b>	
	Monday October 28	<b>Tuesday October 29</b>	<b>Wednesday October 30</b>	<b>Thursday October 31</b>	Friday November 1
<b>6 – 9 PM</b>		<b>Capital Markets: Debt and Equity, Private &amp; Public</b>		<b>McDonald's Real Estate Strategy</b>  <i>How McDonald's grows via mixed- use &amp; free-standing locations</i>	
	Monday November 4	<b>Tuesday November 5</b>	<b>Wednesday November 6</b>	<b>Thursday November 7</b>	Friday November 8
<b>6 – 9 PM</b>		<b>Walmart Real Estate Strategy</b>  <i>How Walmart grows via mixed- use &amp; free-standing locations</i>		<b>Starbucks Real Estate Strategy</b>  <i>How Starbucks grows via mixed- use &amp; free-standing locations</i>	

	Monday November 11	Tuesday November 12	Wednesday November 13	Thursday November 14	Friday November 15
6 – 9 PM		<b>Panel Discussion: Legal Issues in Commercial Real Estate</b>		<b>Graduation</b>	