Building a Successful Team

Three Essential Learnings for New Hires in Commercial Real Estate

ULI LEARNING
Help your junior team grow with these insights from ULI Learning

The commercial real estate landscape is complicated, and many entry-level professionals experience a knowledge gap as they enter the workforce. Help your junior team members start their career with confidence and deliver maximum value back to your organization and the communities you impact with these three essential learnings from ULI Learning’s network of expert course instructors.
Real estate professionals shape communities and the lives of the people within them in significant ways.

“Everything we do—how we live our lives—is dependent on a built environment...If we don’t have the built environment, we don’t really have places to go.”

MARK EPPLI, DIRECTOR
JAMES A. GRAASKAMP CENTER FOR REAL ESTATE,
UNIVERSITY OF WISCONSIN

Commercial real estate professionals quite literally shape the world around us, impacting how people live, work and thrive. It’s critical that new hires embrace that responsibility, and make choices with the end user—people—in mind. Empower your team to use their projects as vehicles for positive change, and as the infrastructure for stronger, more resilient, equitable communities.

Help new employees explore how they can make an impact with the Foundations of Real Estate certificate.
Excel is a tool that is so powerful. It makes our life much easier if you need to build a financial model for your investment opportunity.

CHARLES TU, INTERIM ASSOCIATE DEAN FOR GRADUATE PROGRAMS AND DANIEL F. MULVIEHILL PROFESSOR OF COMMERCIAL REAL ESTATE, UNIVERSITY OF SAN DIEGO SCHOOL OF BUSINESS

Learning Excel at the beginning of a career in real estate pays dividends later and should be prioritized at the earliest possible stage. Knowing how to use Excel to develop pro formas and analyze finances, and utilizing keyboard shortcuts to do so, can save real estate professionals significant time and stress.

Your junior team can level up their Excel skills quickly in ULI Learning courses like Pro Forma I: Excel Modeling or Introduction to Excel for Real Estate Professionals.
The best competitive advantage is knowing the market.

“Your pro forma is only as good as the assumptions you make.”

MARY LYNNE BOORN, ASSOCIATE PROFESSOR AT USGC PRICE SCHOOL OF PUBLIC POLICY

Understanding the market improves decision-making. The more your new hires know about real estate markets, the better they can research, question, critique, and defend their proposed projects and investments, and provide valuable perspective on your team.

Help your team explore these topics in our vital Intro to Market Analysis course.
Ready to help build confidence and success in your junior team?

Visit learning.uli.org and reach out to us for special group rates on ULI Learning courses.

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