

3RD ANNUAL

# CRE TRAINING PROGRAM

CLASS OF 2022



[foresitecre.com/training-program/](https://foresitecre.com/training-program/)

# OUR WHY

## CRE TRAINING

This program was created to train our own team of investment sales and leasing agents utilizing our decades of industry experience in each of those fields.

In 2020, we decided to open the program up to those outside our firm and have since graduated over 60 students both in-person and virtually.

# INVESTING IN OUR FUTURE

For more than one hundred years, commercial real estate training has been offered one way, mentorship. We still believe that nothing replaces a good mentor but that has created some gaps in the technical skills not typically taught in our industry without on-the-job experience.

Meanwhile, the technical aspects of the industry continue to evolve and become more complicated. The increased burden on the mentors and trainers leaves them little time and less desire to develop new talent.

This creates an opportunity only for those with the know-how to connect with the few companies or mentors that will train them.

As a result, our industry is not attracting and retaining new and diverse talent. A labor shortage could create a severe issue for our organizations in the very near future.







# ABOUT

## THE PROGRAM



### **Bethany Babcock**

Founder and CEO  
Director of Leasing

### **Chad Knibbe**

President and Co-Owner  
Director of Investment Sales

### **Alexandria Tatem**

Head of Research and Operations  
Investment Sales Agent

“

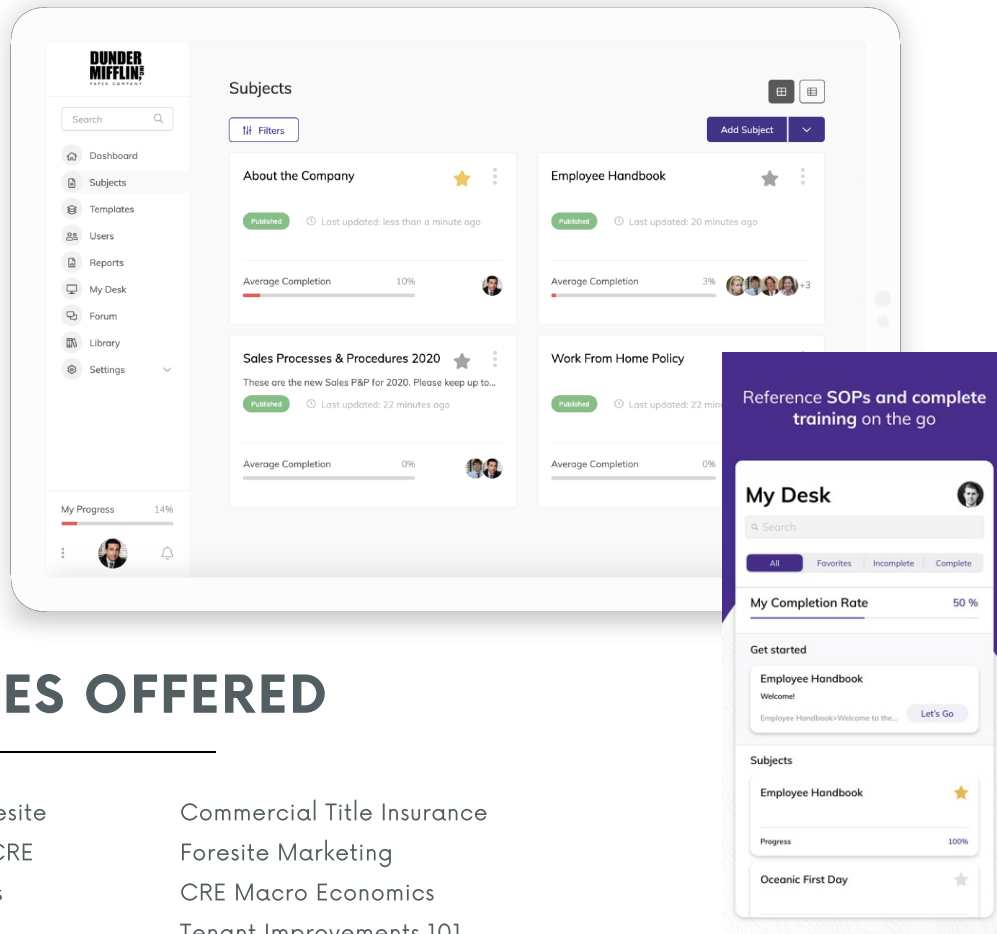
*Having been part of Foresite's Commercial Real Estate Training Program, I can say that this is an incredible opportunity to be mentored by industry leaders and veterans from Foresite Commercial Real Estate. Bethany, Chad, Alexandria, and the whole Foresite team were amazing to work with and were always willing to meet virtually one-on-one and provide insightful information for our course work. I'm grateful to have been part of Foresite's 2020 Training Program, as I made so many connections and it led me to my current employment at NorthMarq!*

”

Edith Gonzales (Class of 2020)  
Investment Sales Analyst At Northmarq Capital

# FORESITE TRAINING

INVESTING IN OUR FUTURE & THE FUTURE OF OUR INDUSTRY



## COURSES OFFERED

Welcome to Foresite	Commercial Title Insurance
Introduction to CRE	Foresite Marketing
Meet the Players	CRE Macro Economics
Inbound Sales	Tenant Improvements 101
CRE Math 101	Leasing Templates
Commercial Leases 101	Accounting for Non-Accountants
Landlord Representation	Intro to Investment Sales
Tenant Representation	Inv. Sales 101 -Pricing & Risk
Property Management 101	Inv. Sales 102 - Leverage
Property Accounting	Inv. Sales 103 -Cashflow Model
Bus. Development (Leasing)	Intro to Multi-Family *New*
Business Etiquette & Comm.	
Creating a Submarket Report	
Value of Representation	
Office Systems & Tech	

## REMOTE + IN-PERSON 8 WEEK- PROGRAM

Up to 30 students from around the country can join live classes online and log in to the curriculum from anywhere.

Local students have the option to physically attend classes at the Foresite office and meet the instructors.



# OPPORTUNITY

## HOW YOU CAN HELP

Sponsors have a unique opportunity to influence new entrants to commercial real estate and build loyalty to their brand. The students in the program are selected based on their likelihood and ability to build a successful career in the industry.

Our typical class is comprised of a diverse demographic of high-performing individuals with an intentional focus on building a career in commercial real estate. The students may be professionals that are considering a career change or advancement or recent college graduates.

STUDENT SCHOLARSHIPS  
+  
CORPORATE SPONSORSHIPS

**Providing Scholarships** to students allows benefactors the opportunity to get to know students one on one if they desire. Many students finish the program by obtaining a position in the industry. This can be a wonderful opportunity for businesses to identify top talent who has already received industry training.

**Corporate Sponsors** will be promoted with the program as contributors to this important talent development program.

# GET INVOLVED

## HOW YOU CAN HELP

When this program was first offered in 2020, Foresite absorbed 100% of the costs and provided access to all students tuition-free. It is our desire to expand the program and help more students and for that, we need the help our industry peers. With your help, we would like to allow up to 30 students to go through the program at no cost.

**Company Name** \_\_\_\_\_  
**Point of Contact** \_\_\_\_\_  
**Address** \_\_\_\_\_  
**City/ State/ ZIP** \_\_\_\_\_  
**E-Mail** \_\_\_\_\_

### STUDENT SPONSORSHIP

Sponsoring a student enables the sponsor to nominate an eligible student from their own network or to have a student assigned to them. Sponsors will be informed of their students' progress and the students will know who their sponsor is.

**One Student Scholarship \$1,900**      **#of students :** \_\_\_\_\_      **Total:** \_\_\_\_\_

Name of student(s) if nominating for the program  
if no names are provided a student from our  
waiting list will be assigned:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

### PROGRAM SPONSORSHIP



☐ **Platinum - \$4,000**  
Up to 2 Taken

Sponsors 2 students + Guaranteed industry exclusivity, named sponsor on all advertisements, named on all program materials, website, social media posts, may include branded items in student swag bags, hyperlinked website on landing page, company representative introduced to students, ongoing social media acknowledgments for the year of 2022

☐ **Gold - \$2,000**  
Up to 4

Sponsors 1 student + Named sponsor on program materials and link on website, social media mentions, may include branded items in student swag bags,

☐ **Silver - \$1,000**  
Up to 10

Named sponsor on program materials and website, may include branded items in student swag bags

☐ **Bronze - \$500**

Named sponsor on program materials and website, may include branded items in student swag bags

#### For More Information Contact:

Bethany Babcock  
bbabcock@foresitecre.com

Alexandria Tatem  
atatem@foresitecre.com

10999 IH 10 West Ste. 175  
San Antonio TX 78230  
(210) 816-2734

CHECKS MADE PAYABLE TO:  
Foresite Real Estate, Inc  
with Memo - Training Program 2022.  
1141 N. Loop 1604 Ste. 105-440  
San Antonio TX 78232

