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ERIK COGLIANESE

Permanent Address:
5839 Sunrise Drive
Mpls, MN 55419

Campus Address:
614 Langdon St. #404
Madison, WI 53703

OBJECTIVE

To intern at an energetic, hardworking, and established real estate firm in the areas of corporate, commercial, or real estate development, and learn and develop the necessary tools to be successful in the real estate industry.

EDUCATION

- | | | |
|--------------|--|---------------|
| 2006-Present | University of Wisconsin-Madison | Madison, WI |
| ■ | Undergraduate work with a pre-business focus | |
| ■ | Real Estate Major | |
| 2002-2006 | Richfield High School | Richfield, MN |
| ■ | National Honor Society | |
| ■ | Student Government | |

EXPERIENCE

- | | | |
|--------------|--|------------------|
| 2008-Present | Coldwell Banker Burnet | Eden Prairie, MN |
| | Real Estate Intern- The Cheryl Holds Team | |
| ■ | Create and analyze CMAs | |
| ■ | Work with an REIT | |
| ■ | Develop and integrate new marketing strategies | |
| ■ | Prospect for clients | |
| 2006-2008 | Minneapolis Park Board | Mpls, MN |
| | Seasonal Maintenance | |
| ■ | Responsible for upkeep of Lake Calhoun | |
| 2004-2006 | Personal Lawn Care Business | Mpls, MN |
| | Landscaper | |
| ■ | Managed own business | |

QUALIFICATIONS

- Minnesota Real Estate License
- Proficient in Microsoft Word, Excel, and PowerPoint

ACTIVITIES

- | | |
|--------------|---|
| 2008-Present | |
| ■ | Real Estate Club |
| 2006-2007 | |
| ■ | Future Business Leaders of America- Phi Beta Lambda |
| ■ | Associated Students of Madison (Student Gov.)- Shared Governance Branch |
| ■ | Recreational Sports Board |

ERIK G. COOPER

ADDRESS:

625 Langdon St.
Madison, WI 53703

Erikcooper@wisc.edu

TELEPHONE:

Cell 609-802 2184

EDUCATION:

University of Wisconsin-Madison, Madison, WI -
Real Estate and International Business Major
G.P.A: 3.3

Expected graduation, June 2011

Princeton High School, Princeton, NJ - June, 2007

- AP Scholar Award Winner; Business Courses: Accounting, Marketing, Entrepreneurship, Integrated Computer Applications, AP Macro and Microeconomics.
- Captain, Princeton High School Baseball Team, 2007; 3-Year Varsity Letterman
- Captain, Princeton High School Wrestling Team, 2007; 4-Year Varsity Letterman
- Model United Nations Club

WORK EXPERIENCE:

Toll Brothers, Inc. (NYSE: TOL) Horsham, PA

Summer 2008

Project Assistant, International Development Research, Finance and Investor Relations Department

Toll Brothers is a Fortune 500 Company, a land developer and one of the largest home builders in the U.S.

- As part of Toll Brothers' exploration of international expansion opportunities, researched and helped plan overseas market research trip to United Arab Emirates and Istanbul, Turkey.
- Conducted research on the housing markets in each location and identified potential joint venture development partners and specific projects to visit.
- Accompanied Toll Operations and Finance team members to each market, gathered sales information on numerous projects, photographed communities, attended meetings with developers, planners and capital providers and prepared power point presentation of products, locations and builders for team presentation to company CEO.

Toll Brothers, Inc., West Windsor, NJ

Summer 2006 and 2007

Real Estate Intern, Estates at Princeton Junction (EPJ), a 1,200-home luxury residential community under construction

- Through interaction with sales team, construction and project managers, Toll Architecture, Toll Marketing, Toll manufacturing plant and corporate executives, developed a broad understanding of the many aspects of the sales, customer service, development and construction process of a large-scale new-home community.
- Completed construction permit applications, which accounted for \$10 million in homes, and attended weekly production meetings. Organized construction option manuals. Researched competitor communities for potential land acquisition information. Accompanied buyers on final new home walk-throughs before closing.
- Participated in fund managers' Investor Tour of EPJ with senior corporate finance officer, which included some of Company's largest stockholders.
- Designed and created Sales Option Booklet for the Master's Collection and assisted in the marketing of that collection through photographing various options to be used in advertisements and Customer Options Manual.
- Researched and priced the production costs for every option in the Heritage Collection using *excel*.

Princeton Recreation Department, Princeton, NJ

Customer Service Department

Spring to Fall, 2004, 2005 and 2006

- Customer Service representative in recreational complex of 16 tennis courts and 3 outdoor swimming pools with 4,000 members. Completed mandatory formal Customer Service Training Program each year. Developed skills and experience in Customer Service, in areas such as crisis management, facilities management and customer satisfaction.

MEMBERSHIPS, SKILLS, AND TRAVEL:

- Alpha Epsilon Pi Fraternity-Family and Alumni Relations Chair
- UW Real Estate Club- Member
- Spent July 2008 in Istanbul, Dubai and Abu Dhabi, ; Have traveled in Europe, Japan, Costa Rica, various Caribbean Islands, , 25 U.S. states and Canada.
- Developed wilderness survival skills at summer program involving extensive hiking and camping.
- Experienced in *Excel, Word, PowerPoint*; Conversational Spanish

Brian McWeeney

Current Address

1001W Dayton Apt. 3E
Madison, WI 53706

mcweeney@wisc.edu

224.875.0678

Permanent Address

431 Farrington Dr.
Lincolnshire, IL 60069

Education

University of Wisconsin, Madison, WI
Bachelor of Business Administration
Real Estate Urban Land Economics, Finance, and Spanish Certificate for Business
Dean's List Spring Semester 2007
3.5 Business GPA

Expected May 2011

Work Experience

Willow Hill Golf Academy, Glenview IL.
Lead Coach and Office Manager

May 2005-Present

- Instructed groups of 6-8 students the proper techniques and etiquette of golf
- Tracked revenue and processed payroll for the Academy
- Led advertising/promotional campaigns to help publicize the Academy

Pacific Sunwear, Vernon Hills, IL.
Sales Associate

August 2005 –May 2006

- Worked skillfully in teams
- Responded well to authority
- Sought to improve stores image and promoted corporate sales

Spring Lake Sports League, Lincolnshire, IL.
Baseball Umpire and Basketball/Soccer Referee

April 2002 - August 2006

- Organized and officiated games for boys and girls teams ages 5-16
- Developed and fine tuned leadership skills

Volunteer/Leadership Work

Cross Cultural Solutions International Volunteer, Lima, Peru.

June 2008

- Taught mathematics and english in impoverished communities in Lima
- Built and painted homes for abandoned elders

Schools of Hope-Thoreau Elementary, Madison, WI.

December 2006-Present

- Aided teachers in daily learning activities
- Developed specific lesson plans for students who progressed at a slower pace

Activities

Future Business Leaders of America-Phi Beta Lambda
Alpha Kappa Psi-Professional Business Fraternity
Wisconsin-Madison Real-Estate Club

September 2006-Present

September 2007-Present

December 2007-Present

Skills

- Fluent in written and spoken Spanish
- Proficient in Microsoft Excel and Argus Software.

Brian S. Novak

2 Preserve Trail
North Oaks, MN 55126

651-338-5118
bnovak@wisc.edu

Objective: To obtain an internship that will enable me to further enhance my business skills, give me valuable work experience and bring innovation and energy to the workplace.

Education

Mounds View High School, Arden Hills MN
UW-Milwaukee (GPA 3.9/4.0)

Graduated 2007
2007-2008

UW-Madison: Pre-Business Major, Real Estate and Urban Land Economics

Exp. Graduation 2011

Work Experience

Madison Equities, Inc.

Real Estate Investment Intern

St. Paul, MN

May 2008-Present

- Sought and evaluated strip centers and office buildings as potential investments
- Initiated and currently working to close on two shopping centers and one office complex with combined offers of over \$10 million
- Conducted a leasing survey with businesses in St. Paul to identify potential lease prospects for three office buildings owned and managed by Madison Equities in downtown St. Paul
- Met with and spoke to numerous Principals, Presidents of Commercial Accounts and Brokers in regards to building financials, confidentiality and purchase agreements
- Analyzed financial statements and calculated offers for potential investments

B&B Yard Service

Self Employed Entrepreneur

St. Paul, MN

April 2006-May 2008

- Managed a group of fellow high school athletes to do landscaping work in the Twin Cities Metro Area
- Designed and executed projects for high-income clients and commercial businesses
- Collaborated and worked with other companies to meet the needs of our clients
- Revenue of over \$20,000 in two years
- Competitive with other professional landscaping services in the area; ranked number two in contractor expenditures at a large landscape supplier
- Developed and executed marketing and promotional materials for business
- Efficiently managed the financials of income, expenses and payroll

Lettermen Sports

Sales Associate

Blaine, MN

May 2005-April 2006

- Worked as a sales associate at a sporting goods store
- Assisted customers with sales and sharpened ice skates

Clubs/Interests

University of Wisconsin Real Estate Club
Badger Business Buddies
Interests: Hockey, Football and Golf

2008-Present

2008-Present

Technical Skills

Proficient in Microsoft Word, Excel, PowerPoint, as well as Adobe software. Experienced with Iris Integrated Realtor Information Systems, LoopNet, Goldmine and Real Estate Amortization Schedules.