

HERBERGER BUSINESS SCHOOL  
Get ready to work.

DEPARTMENT OF FINANCE,  
INSURANCE AND REAL ESTATE  
720 Fourth Avenue South  
St. Cloud, MN 56301-4498  
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fax 320.308.6074  
[www.stcloudstate.edu/fire](http://www.stcloudstate.edu/fire)

December 4, 2019

Current and Future Employers  
of SCSU Real Estate Students

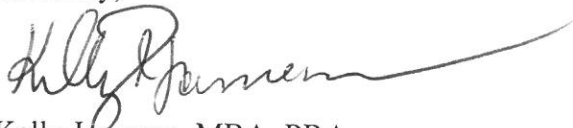
Dear Employers:

Enclosed you will find the Real Estate Resume Book for 2019-2020. You will notice that some of the resumes are for students graduating in December and May this academic year seeking career opportunities and some are for students interested in internship positions for the summer of 2020.

We have also included a partial list of those companies and government entities that have hired SCSU real estate grads in the past, a brief vita of the real estate faculty, and the course requirements for real estate majors at SCSU. In addition to our real estate majors, you will find resumes of some of our real estate minors as well as members of the SCSU student Real Estate Association. We feel they are all well prepared to enter the real estate industry.

We hope you find this a useful tool in meeting your future staffing needs. If you have any specific questions about our program or about an individual in the real estate program, please feel free to contact me.

Sincerely,



Kelly Jameson, MBA, PRA  
Interim Holder of the MN Chair in Real Estate  
Associate Professor  
St. Cloud State University  
[kajameson@stcloudstate.edu](mailto:kajameson@stcloudstate.edu)



St. Cloud State University

Real Estate Resume Book

2019-2020

## Real Estate Faculty

### **Kelly Jameson, MBA, RPA**

Kelly Jameson is Associate Professor of Real Estate and Finance at SCSU and interim holder of the MN Chair in Real Estate. She received her B.A. in Real Estate from St. Cloud State University in 1998 her M.B.A. at the Carlson School of Management in 2004. Kelly worked as a commercial property manager for Welsh Companies and for United Properties and as the Vice President of Development for the St. Paul Port Authority.

She has taught for SCSU since 2005, on a part time basis until 2013 when she was hired on permanently. Her duties as the MN Chair include marketing and promoting the real estate program, teaching and advising students in the real estate program, advising the student Real Estate Association, and working with the Real Estate Alumni Association, assisting in the placement of grads, and interacting with professional organizations in the real estate industry. She has taught Real Estate Principles, Real Estate Property Management, Real Estate Finance and Investment and Managerial Finance.

Kelly has led two study abroad programs teaching in England at Alnwick Castle in 2014 and 2019. Kelly has supervised the NAIOP University Challenge project the last six years and attended the Institute of Real Estate Management (IREM) Global Summit for the last three years with several students. Kelly has published in the Journal of Property Management and won a manuscript prize for best real estate education paper from the American Real Estate Society (ARES) in 2018 for her paper, "Infusing Cultural Differences into Complex Real Estate Projects."

### **Andy Martin, MBA, CPM, CCIM**

Andy Martin is an Adjunct Professor in the FIRE Department teaching Property Management/Brokerage as a night course. He is the President and Managing Partner of Granite City Real Estate, LLC ("GCRE"), which is based in St. Cloud, Minnesota. GCRE was founded in 2004 and specializes in commercial brokerage, property management and facility maintenance.

Prior to joining GCRE, Andy spent 8 years as the Executive Vice President with Minneapolis based Investors Real Estate Trust (NYSE: IRET). He was also a member of IRET's Investment Committee. Before IRET, Andy was with INH Properties for 8 years and was a Partner with the firm for 3 of those years. Andy started his career in Minneapolis with United Properties as Commercial Property Manager and later transitioned into Brokerage.

Andy received his Bachelor's Degree in Real Estate from SCSU in 1995 and his Masters in Business Administration in 2000. He has earned the designations of Certified Property Manager (CPM) and Certified Commercial Investment Member (CCIM). He is an active member of the Institute of Real Estate Management (IREM), Minnesota Multi Housing Association (MHA), CCIM Institute and Minnesota Commercial Association of Real Estate/Realtors (MNCAR).

## REAL ESTATE MAJOR COURSE REQUIREMENTS

### Business Core

ECON 205	Principles of Macroeconomics	3
ECON 206	Principles of Microeconomics	3
BLAW 235	The Legal, Ethical, and Global Environment of Business	3
BCIS 242	Business Statistics	4
ACCT 291	Accounting I	3
ACCT 292	Accounting II	3
MKTG 320	Introduction to Marketing	3
BCIS 340	Management Information Systems	3
MGMT 301	Introduction to Professional Management	3
MGMT 383	Operations Management	3
FIRE 371	Managerial Finance	3
MGMT 497	Strategic Management	3
PHIL 484	Global Business Ethics	3
<b>Select one of the following:</b>		3
ENGL 332; MKTG 333; CMST 321, 332, 335, 341, 422, 432 or 441		

### Real Estate Major

#### Required - (24 Cr)

CMTY 200	Cities, Suburbs, and Small Towns	3
FIRE 375	Risk Management and Insurance	3
FIRE 378	Real Estate Principles	3
FIRE 386	Real Estate Property Management	3
FIRE 483	Real Estate Finance and Investments	3
FIRE 484	Real Estate Appraisal	3
BLAW 434	Real Estate Law	3
ECON 465	Urban and Regional Economics	3

Electives - (9 Cr) Dependent on student's area of emphasis;  
 Brokerage Management, Sales & Marketing, Building & Construction,  
 Finance & Investments, Planning & Development, Appraisal, Property  
 Management, or Insurance.

## A Partial List of Employers of SCSU Alumni

21<sup>st</sup> Century Bank  
A to Z Properties, Inc.  
Access American Transport  
Affinity Plus Federal Credit Union  
Agilaire, LLC  
AIG Global Real Estate Investment Corp  
Air Force  
Aitkin County Assessor's Office  
Alatus LLC  
Allen Lee Homes  
Allstate Insurance Company  
Amergy Bank  
American Bank of the North  
American Eagle Airlines  
American Family Insurance  
Ameriprise Financial  
Ampere  
Anchor Bank  
Anoka County Assessors Office  
Arrow Companies  
Artexsys, Inc.  
Arthro Care Sports Mdeicine  
Assured Financial, LLC  
Athelon Enterprises  
Bank Forward  
Bank of America  
Bankers Mortgage  
Bayer Built Woodworks  
Bear Development  
Bear Island Land Co., Inc.  
Bell Mortgage Division of State Bank and Trust  
Beltmann Relocation Group  
Big Lots  
BMS Intermediaries  
Bobalouies Grill & Sports Garden  
Borgelt, Powell, Peterson & Frauen, S.C.  
Boston Scientific  
BRKW Appraisals  
Brookfield Office Properties  
bSharp Creative Marketing  
Buell Consulting  
Buffalo Wild Wings  
Burnet Relocation Group  
C & O Services – Superior Exteriors MN  
Cambridge Properties  
Capstone Homes  
Cardinal Homebuilders, Inc  
Cargill, Inc  
Carleton Property Services  
Cash in a Flash ATM Services  
Cassidy Turley  
CB Richard Ellis  
CBRE  
CBRE Capital Markets  
CBRE Brokerage Services  
CBRE Global Corporate Services  
CBRE.com  
CBRE Valuation and Advisory Services  
Central Minnesota Credit Union  
Central MN Development Company  
Central MN Surgical Center  
ChadWick Real Esate Appraisals  
Chau Appraisals  
Christopher and Banks  
CHS, Inc  
City of Bloomington  
City of Brooklyn Center  
City of Brooklyn Park  
City of Eden Prairie  
City of Edina  
City of Maple Grove  
City of Minneapolis  
City of Minneapolis - CPED  
City of Minnetonka  
City of St. Cloud  
Coldwell Banker A. Adler & Associates  
Coldwell Banker Burnet Relocation  
Coldwell Banker North Shore  
Colliers International  
Colorado Virtual Academy  
Core Power Yoga  
Cosmos Appraisals  
Credit America Savings Company  
Cresa Minneapolis  
Crossroads Trailer  
Crown Appraisals, Inc.  
Cushman & Wakefield / NorthMarq  
CVS Pharmacy  
Dakota County Assessor's Office  
DDK Construction  
Demuth Agency, Inc.  
Denny's Inc.  
Depuy Synthesis Mitek Sports Medicine  
Direct Financial  
District 740 Melrose  
Diversified Real Estate Services, Inc.  
Dixon Property and Appraisal. LLC  
DNR  
Dominium Development and Acquisition  
Doran Comapnies  
Dotzler Appraisal Service  
Dougherty & Company, LLC  
Duff & Phelps  
Duluth Courthouse Field Office  
DW Jones Management  
Eagle's View Landscaping

Edina Realty  
Edina Realty Maple Grove  
EdwardJones  
Ehlers and Associates  
EKJ Appraisals  
Electrolux  
Elite Real Estate Services  
EMCOR Facilities Services, Inc.  
EnviroBate Metro  
Epicore Software  
Ever-Green Energy  
Farm Bureau Financial Services  
Fast Refund Tax Service  
First Movers Advantage, LLC  
First National Bank Wadena  
First National Bank Cold Spring  
Fleet Service  
Forsythe Appraisals, Inc.  
FXP, LLC  
G & C Seeds  
Gaia Real Estate Investments  
Gamades Properties  
General Mills, Property Taxes  
Geo-Comm, Inc  
GMAC RFC  
Goetsch Enterprises  
Gold Eagle Realty  
Goldmark Schlossman Commercial Real Estate  
Gonyea Commercial Properties, Inc.  
Granite City Real Estate  
Grant County  
Graybar Electric  
Great Clips, Inc.  
Great Floors  
Greater Insurance Service of Baudette  
Greco Properties  
Greystone Servicing Co., Inc.  
GTRE Commercial-Valuation Services  
Gustafson Appraisal / Coldwell Banker  
Hempel  
Hennepin County Assessor's Office  
Heying Development Corporation  
Hines  
HJ Sims  
Home Federal Savings Bank  
Homeowners Mortgage Corporation  
Hormel Foods  
Horstmann Enterprises  
Hosch Appraisal & Consulting, LLC  
Hospitality Services  
Housing Community Works  
HR Green  
Hudson Baking Company  
ING Direct  
INH Property Management  
Integra Realty Resources  
Internal Revenue Service  
IRET Properties

IW Research & The Diedrich Walsh Marketing Group  
JH Callahan & Associates  
Johnson Builders & Realty  
Jones Lang LaSalle  
Joseph Mako Appraisals  
JP Morgan Asset Management  
JP Morgan Chase  
JSH Properties, Inc  
Just For Kix  
Kalahar Appraisal  
Karvel Rodning & Associates  
Keller Williams Premier Realty  
Kelly Computer Supply Company  
Kenneth D. Kirby, Inc  
Kensington Bank  
Klein Bank  
Knudson Farmers Insurance Agency  
Kuepers Inc. Architects and Builders  
Kurth Adjusting and Insurance Services  
KW Commercial  
Lancet Data Sciences  
LaNel Financial Group  
Lang Nelson Associates  
Lanz Appraisal, LLC  
Lend Smart Mortgage  
LeSueur County Assessor's Office  
Liberty Savings Bank  
Lifetime Fitness  
Lloyd Companies  
Lunda Construction  
Lynskey & Clark Company  
MacCel Management, Inc.  
Maciej Consulting  
Mainstreet Appraisals  
Mangelsen Appraisals  
Marcus & Millichap  
Mark A. Oehrlein Appraisals, Inc.  
Marketplace Home Mortgage  
Mayo Clinic  
Megastar Financial Corporation  
Meridian Real Estate Group, LLC  
Meritex Enterprises, Inc.  
Metro Group Real Estate  
MFC Properties Corporation  
Michael Bownik Appraisals  
Mid-America Real Estate  
MidCountry Bank  
Midwest Maintenance & Mechanical  
Miller Auto Plaza  
Minneapolis Appraisal Source, Inc.  
Minnesota Adult & Teen Challenge  
Minnesota Army National Guard  
Minnesota Business Finance Corporation  
Minnesota Commercial Property Tax Advisors  
Minnesota Department of Transportation  
MN Valley Realty  
Murdock's Ace Hardware  
Musky Tackle Online

Nagell Appraisal & Consulting  
Natixis Investment Banking  
Network Access Products  
New London Real Estate  
Nicollet Partners  
NMC Consulting LLC  
Northeast Iowa Appraisal & Real Estate  
Northeastern University  
Northern Tool & Equipment  
NorthMarq Capital  
Novation Group Consulting, Ltd.  
Nuveen Assets Management  
Oak Grove Capital  
O'Driscoll Development  
Oehrlein Appraisals  
Office Depot Real Estate  
Olmsted County  
Olympus Properties  
Opus Holding, LLC  
Oracle, Inc.  
Oregon Trail Insurance Company  
Orion Appraisals, Inc  
Orix Real Estate Capital Markets, LLC  
Partners National Real Estate Group  
Paster Enterprises  
Patchin Messner Dodd & Brumm  
Patriot Business Group  
Pavek Appraisals  
Pepsi-Co  
Piedmont Office Realty Trust  
Pine County Assessor's Office  
PJH Remodeling, LLC  
Platinum Properties Group, Inc.  
Premier Real Estate Services  
Prime Mortgage  
Pro Drywall  
Property Claim Solutions  
Property Tax Resources, Inc  
Proto Labs  
Prudential Life Insurance & Majestic Real Estate  
Rabo AgriFinance  
Ramsey County Assessor's Office  
RE/MAX Advantage Plus  
Real Estate Advisors, Inc  
Real Living Messina & Associates  
Red Stag Energy  
Redwing Aeroplane Company  
Rehabital Homes  
Reineke Realty  
Reit Management & Research  
Remax Results  
Renters Warehouse  
Richie Bros. Auctioneers  
RichMac Funding & Prairie Sky Financial

RiverSource Life Insurance Company  
RJR Insurance Agency  
RMR  
Robert Lindahl Realty, Inc & Dungarvin, Inc  
Roberts Management Group  
Ruhland Commercial Consultants  
Ryan Companies  
Sajan, Inc  
Sanderson & Stewart  
Sasaki Medical LLC  
Schank Appraisal Services  
Schreiner Appraisal  
Scott County  
Scotland Homes, LLC  
SCP Control, Inc.  
Scriptural Spiritual Direction  
Select Group Realty  
Shaw Realty  
Shelter Corporation  
Shenehon Company  
Shorenstein Realty Services  
Showcase Properties  
Sibley County Assessor's Office  
SML Appraisals, Inc.  
Southwestern Minnesota Synod, ELCA  
Spectrum Financial Group, Inc.  
SPS Commerce  
SRF Consulting Group  
St. Cloud Appraisals, Inc.  
St. Cloud City Assessor's Office  
St. Cloud Post Office  
St. Louis County Assessor's Office  
St. Paul Linoleum and Carpet  
St. Paul Port Authority  
State Bank of Cold Spring  
State Bank of Fairmont  
State Farm Brando Walter Agency  
State of Minnesota DOT Land Management  
Stearns Bank NA  
Stearns County Assessor's Office  
Stewart Title Commercial Division  
Strategic Equipment  
Stuart Company, Riverview at Upper Landing  
Supreme Outdoor Services  
SVK Development  
Tacet Resources  
Taher, Inc.  
Target Corporation  
Target Headquarters  
TCF Bank  
TCF National Bank  
Tech Data  
Ted Glasrud Associates, Inc.  
TekNecks, Inc.

The Appraisal Group@Green Commercial Realty  
The Bensman Group  
The Darin Heller Team  
The Excelsior Group  
The Exceptional Home Team  
The Realty House, Inc  
The Valuation Group, Inc  
TheMLSonline.com  
Thoresen Diaby Helle Condon & Dodge, Inc  
Thorson Homes, Inc  
Thrivent Financial  
Timberland Partners  
T-Mobile  
Triad Guaranty Insurance  
Tri-County Abstract  
TST Media  
U of M Real Estate Office  
US Air Force  
US Army  
US Bank  
US BankCor  
US Department of Housing and Urban Development  
Umax Mortgage  
UMC, Inc  
United Properties  
UnitedHealth Group  
University of Michigan Athletic Department

Upfront-Broker.com  
Upland Real Estate Group  
UPM, Blandin Paper Mill  
Urban Homeworks  
USDA, APHIS, MRPBA, ASD, Realty  
VA Hospital  
Value-IT  
Vanquish AP  
Vermillion State Bank  
Vernon Graphics and Promotions  
Waialae-Larson Properties, LLC  
Wakota Commercial Advisors  
Warnert Development  
Waters Street Retail, Inc  
Weichert Realtors/Tower Properties  
Weinzettl Appraisal Services  
Wells Fargo Bank  
Wells Fargo Home Mortgage  
Wells Fargo RETECH  
Welsh Property Trust  
Willis of MN  
Wipfli, LLP  
WNC Lawn Services  
Wolters Kluwer  
Wright County Assessor's Office  
Xerox  
Zeller Realty Group



# Greta Ackerman

[greta.ackerman11@gmail.com](mailto:greta.ackerman11@gmail.com) - 952-454-7194 – 3801 Canterbury Dr. Bloomington, MN 55431

[www.linkedin.com/in/greta-ackerman-146b91b9](http://www.linkedin.com/in/greta-ackerman-146b91b9)

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## EDUCATION

Bachelors of Science in Real Estate      May 2021

St. Cloud State University, St. Cloud, MN

Program nationally accredited by the Association to Advance Collegiate Schools of Business (AACSB)

- Completed 200 level Marketing and Management courses
- Spring 2020 enrolled in Real Estate Principles, and level 300 Finance

## EMPLOYMENT

**Bloomington Public Schools**, Kids Safari Program, Bloomington Minnesota

Activities Assistant                      June - August (summer) 2019

- Directly supervise an area or group of children
- Worked one on one with special needs students
- Communicated with parents daily regarding the student's progress

**Michaels Arts and Crafts**, Eagan, Minnesota

Cashier and Sales Floor              June – Augusts (summer) 2015-2017

- Trained over 10 new employees
- Determined customer needs and resolved issues
- Consistently achieved highest number of customer reward program sign ups
- Used marketing initiatives for email collection and coupons

## ACTIVITIES AND ACHIEVEMENTS

- Member of Real Estate Club Saint Cloud State
- Top 25% class rank high school

## COMPUTER SKILLS

- Microsoft Word, Outlook, Excel, PowerPoint

# DAKOTAH ANDERSON

3131 2nd Ave W Hibbing, MN 55746

Phone: (218)-966-2573 | Email: [bigda2010@hotmail.com](mailto:bigda2010@hotmail.com)

## ***Skills Summary***

Ability to listen, communicate and relate to others on a personal and professional level  
Taking initiative to solve problems, and open minded to achieve the best outcome for all  
involved.

Self-starter with a track record of successful problem solving.

## ***Education***

### ***Finance/ Anticipated Graduation: May 2021***

- Herberger Business School
- Accredited by AACSB International

### ***Finance/2019 Spring Semester Education Abroad***

- Södertörn University/ Stockholm, Sweden

## ***Experience***

### ***Minnesota State High School League September 2018-Present***

#### ***On-Ice Official/Linesman***

- Clearly communicate with other officials, coaches and other athletes to ensure adherence of rules and effective gameplay.
- Strong ability to think quickly on my feet to handle any situation with extraordinary tact and composure.

### ***USA Hockey Official October 2014-Present***

- Implement the current rule enforcement of USA Hockey while maintaining consistency by periodically being tested on rule knowledge administered by league officials and supervisors.
- Game manager and communicator creating good rapport with players and coaches while dealing with objectives.

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### ***RLP Services, LLC June 2016- August 2017 (Seasonal)***

- Use of problem solving and time management to ensure efficient completion of tasks.
- Excellent customer service when listening to client's needs.

### ***Volunteer Experience***

#### ***Campus Outreach/August 2018-Present***

##### **Student Leader**

- Coordinate with a team of 14 other student leaders to plan and implement weekly meetings.
- Gained public speaking skills by hosting events that encourage all students to come.

# ANDREW BARRETT

[andrewbarrett1928@gmail.com](mailto:andrewbarrett1928@gmail.com) (847) 975-2355

Experienced leader with a demonstrated history of achievement in sales, marketing and labor industries. Skilled in sales, communication, management and Microsoft applications. Current Senior attending St. Cloud State University pursuing sales, and marketing career opportunities.

## EDUCATION

- Bachelor of Arts in Psychology, Saint Cloud State University, St Cloud, MN** Anticipated Dec. 2020
- Minor in Entrepreneurship
  - Professional Selling Specialization
  - 3.44 cumulative GPA

## WORKFORCE EXPERIENCE

- Capital One Customer Solution and Specialist team member, St. Cloud MN** July 2019- Sept. 2019
- Developed strong interpersonal communication skills by providing quality customer service over hundreds of customer phone calls daily
  - Obtained top performance rating among team by properly solving customer issues, and complaints in a quick and timely manner
  - Conveyed strong verbal tonality to build rapport with customers over the phone
- General Manager All Star Nutrition, St. Cloud, MN** July 2017-July 2019
- Drastically increased stores sales volume to largest in history
  - Top 5% sales average within company for entirety of employment
  - Slashed marketing costs by creating organic videos on social media with over 10,000 views in a week
  - Secured over 20 new business to business relationships, promoting referrals for both companies
  - Boosted social media presence via followers and impressions by more than 20%
  - Generated at minimum 80 new customers a month
  - Pioneered new events in the local community to raise money for charities
- Direct Care J&J Holmes, St. Cloud, MN** Oct. 2016-May 2017
- Aligned 5 new employees with training and company standards
  - Oversaw audit of 3 different asset accounts
- Public Works Senior Supervisor, Hainesville, IL** Aug. 2013-July 2017
- Facilitated the training of 3 subordinates to OSHA codes
  - Accelerated tree removal process to finish months ahead of schedule
  - Improved village value by building multiple new improvements to village property
- Assistant Sales Manager, Fitness 19, Grayslake IL** Oct. 2013-Aug. 2016
- Attained largest amount of new membership sales monthly
  - Motivated 3 new employees to believe and follow the mission set by Fitness 19
  - Surpassed set goals to reduce gym membership cancelations


## AWARDS AND RECOGNITION


- 2018 All-Star Nutrition Strongest Slinger Award June 2019
  - Given to the individual that embodies the organization's goal of providing only the highest quality customer service, and being the top sales personnel


## EXTRA-CURRICULAR ACTIVITIES

- Member of Saint Cloud State Real Estate Club Sept. 2019
- Minnesota Real Estate License Anticipated Jan. 2020

# JOHN DAHLBERG

 jmdahlberg1996@gmail.com

 (320) 774-7584

 6054 18th St. N  
Saint Cloud, MN 56303

## SKILLS

- Leadership
- Critical thinking
- Strategic implementation
- Creative problem solving
- Communication skills
- Perseverance

## EDUCATION

**St. Cloud State University**  
Saint Cloud, MN • May 2019

**B.S. degree:** Business

- Majored in Real Estate with an emphasis in development and planning
- Received a scholarship from the Real Estate Department at St. Cloud State University

## PROFESSIONAL SUMMARY

Results-driven Professional with experience in operations management, competitive analysis and financial management. Talented in capitalizing on new technologies and ideas to boost business initiatives and reach organizational objectives.

## WORK HISTORY

### Remedy Club LLC - Co-founder And COO

*St. Cloud, MN • 04/2019 - Present*

- Drove implementation of new market expansion to propel business forward and adapt to market changes
- Maintained agile, responsible organization with sustained growth by monitoring industry forecasts, honing budgets and adjusting marketing strategies
- Managed supply chain with multiple vendors and coordinated logistics for product delivery
- Oversaw marketing campaigns and analytics to achieve more efficient customer acquisition process

### Cardcross LLC - Co-founder And President

*St. Cloud, MN • 02/2016 - 09/2018*

- Negotiated software licensing deal with closed-circuit pre-paid industry leader in Silicon Valley
- Participated in high-level hiring decisions for key leadership positions, conducted senior hire interviews

## ACCOMPLISHMENTS

- Was a speaker at a national medical conference in 2017
- Started two businesses while still in college
- Worked with a tech startup incubator and worked alongside angel investors and venture capitalists
- Vice President of the Entrepreneurship club at St. Cloud State University from 2016 - 2018
- Membership of Entrepreneurship club quadrupled in two years under new leadership
- Coordinated numerous events for the club including the first student run session of the Winter Institute Economic Forum's 55 year history
- Voting member of Business School Executive Council at Herberger Business School

- Managed team of over a dozen employees and contractors while growing the company
- Investigated and addressed business development challenges to proactively mitigate problems
- Oversaw the first incorporated company to go through Great North Labs Venture Fund Tech Accelerator program

### **James Miller Center - Circulation Desk Lead**

*Saint Cloud, MN . 08/2016 - 05/2019*

- Demonstrated leadership by being promoted to lead position within a year
- Took on new responsibilities such as opening and closing procedures
- Work as acting as supervisor when manager is not present
- Train new employees on procedures and protocol
- Act as first point of contact for customer interaction

### **James Miller Center - Circulation Desk Worker**

*Saint Cloud, MN . 08/2015 - 08/2016*

- Show organizational skills by sorting, shelving and checking in and out books and equipment
- Display effective communication skills by interacting with patrons at the front desk
- Demonstrate leadership by being put at the front desk within two months

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# Ayentu Hassan

(806) 471-9410

[ayentuhassan@gmail.com](mailto:ayentuhassan@gmail.com) | [ye3387gw@go.minnstate.edu](mailto:ye3387gw@go.minnstate.edu)

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## EDUCATION

### Saint Cloud State University

Business Management Major (*Global Business focus*) | Real Estate Minor

Graduation: May 2020

## EXPERIENCE

### Leasing Specialist | Thies & Talle Management

Saint Cloud, MN

**Job Roles:** Meet & greet prospective tenants, show vacant units, contact & follow up with prospective. Negotiate lease agreements & lease renewals. Screen qualified tenants, assist property manager in collecting rent, service requests, & other things.

April 2019 – Current

### Internship Consumer Lending Consultant | One Main Financial

Waite Park, MN

**Job Roles:** Assisting customers with understanding options which could help them achieve their financial goals. Credit underwriting techniques and skills, Working as an individual contributor, Networking within the community. Business development and sales

November 2018 – March 2019

### Customer Service Representative | Capital One

Saint Cloud, MN

**Job Roles:** Answer Phone Calls and Resolve customer issues via phone or email. Help customers set up accounts and answer questions or concerns they have about accounts, resolve tech issues customers have on our website and problem solve.

March 2017 - June 2018

### Sales Representative | Premium Retail Service

St Cloud, MN 56301

**Job Roles:** Demo Virtual Reality Oculus video game system to interested customers. Maintain display kiosk & make display look attractive to customer. Inform customer about benefit & specs of product. Determine additional computer systems needed.

October 2016 - February 2017

### Customer Service Representative | TCI Solutions, LLC

Luverne, MN

**Job Roles: Help:** Take phone applications for interested customers, send account to underwriting. Inform customer of results, set up accounts, take payments. Answer questions or concerns they have about product.

August 2015 - August 2016

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## Professional Associations

### **Oromo Students Organization** – Current President August 2016-present

- Help organization plan events, help fundraise
- Raise awareness of struggles in Ethiopia

### **International Study Abroad Program** – Saint Cloud State March 2019

- Tokyo, Japan | Short Term program | Herbergers School of Business international studies program

### **Power in Diversity Conference** – Ambassador February 2018

- Organize Conference
- Network with potential internship opportunities

## Volunteer Experience

### **Capital One, May 2017 – September 2017**

- 5k Marathon health awareness
  - Coordinate marathon
- Pick up
  - Clean up Lake George environment



# MICHELLE HEDGES

4114 40<sup>th</sup> Ave S

Minneapolis, MN 55406

[mkhedges@go.stcloudstate.edu](mailto:mkhedges@go.stcloudstate.edu)

612-743-5132



ST. CLOUD STATE  
UNIVERSITY

**PURPOSE STATEMENT:** To receive a position that enables me to be creative and task oriented, with a diverse amount of roles and responsibility. I want to be able to help people and create a healthy culture within an organization or community that all can benefit from.

## EDUCATION

**Bachelor of Science in Real Estate, emphasis in Marketing**

Anticipated May 2020

St. Cloud State University (SCSU), St. Cloud, MN

- Minor in Communications Studies
- Association to Advance Collegiate Schools of Business Nationally Accredited Program
- **GPA: 3.82**

## EXPERIENCE

**Guest Services**, St. Cloud State Halenbeck Hall, SCSU

August 30, 2016 -Present

- Executed and provide customer service to customers in a professional manner
- Successfully perform clerical and front desk tasks such as selling passes, and answering customer, recalling names and dealing with questions and phone calls.
- Develop technical skills by operating the school system database to sell passes to facilities at St. Cloud State University

**Server**, Lincoln Depot, St. Cloud

August 2018 – Present

- Execute and provide customer service to customers in a professional manner
- Adept at remembering names and preferences of individual customers to provide friendly, personalized service, and in turn, built a loyal customer base

**Intern**, Diehl & Partners

June 2019 – Aug 2019

- Observed daily interactions and procedures performed for Real Estate transactions.
- Attended various conferences and continued education events, MNCREW, NAIOP, and MSCA

**Figure Skating Coach**, St. Louis Park Rec Center, St. Louis Park

2015 – 2018

- Taught the hard skills of figure skating to a range of ages
- **Background of 13 years in figure skating**
- 7 years of experience coaching

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## ACTIVITIES

SCSU Hockey Cheer

May 2016 – May 2019

- **Captain 2018 – 2019 Season**
- Provide support to SCSU athletics
- Engage with audience while maintaining professional etiquette
- Coordinate team obligations

**Volunteer**, Alzheimer's Walk

Annually since 2016

**Volunteer**, Breast Cancer Walk

Annually since 2016

**Volunteer**, Lions Club

Various Dates

## REFERENCES

- Matthew Bueckers (320)-250-7130, Manager – Halenbeck Hall
- Amber Karcher-Ramos (320)-309-9042, Manager – St. Louis Park Rec Center
- Jana Festler (320)-266-4936, Retires Coach - SCSU Hockey Cheer

# Halle J. Hughes

hallejhughes@gmail.com | 507.351.7577 | <https://www.linkedin.com/in/halle-hughes-18003b139>

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## PERFORMANCE SUMMARY

Dedicated fourth-year honors student and athlete. Specializing in Real Estate with interests in Development, Brokerage, Property Management, Marketing, and Graphic Design. Experienced in developing financial and market reports, public speaking, and planning and organizing events. Skilled in Excel, PowerPoint, Adobe Creative Suite, and G-Suite.

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## EDUCATION

Bachelor of Science in Real Estate Development  
St. Cloud State University, St. Cloud, Minnesota

Anticipated May 2020

- University Honors Student
  - Herberger Business School Honors Student
  - Top 10% of undergraduate class
  - Real Estate Club Treasurer
  - Student Athlete Advisory Council
  - University Ambassador
  - Deeanne Griebel Honors Scholarship Recipient
  - SIOR Scholarship Recipient 2019
  - RE Alumni Winter Banquet Scholarship 2018
  - 2018 Summer Study Abroad in Alnwick, England
- 

## RELATED PROFESSIONAL EXPERIENCE

Doran Companies, Bloomington, MN – *Development Intern*

May 2019 - August 2019

- Constructed and analyzed proformas for multifamily investment deals
- Assembled market comp reports for potential sites in new company markets
- Researched zoning regulations, comprehensive plans, tax procedures, and city fees for preliminary development
- Utilized attention to detail during developer punch walk-throughs

SCSU Foundation and President's Office, St Cloud, MN – *University Ambassador*

April 2018 - Present

- Representative of St. Cloud State University hosting events by the SCSU foundation and president's office
- Engage in bi-weekly meetings, trainings, and recruitment events with university donors and alumni
- Regular communication with the executive team arranging events and development within Ambassadors
- Speak to groups of up to 50-60 participants as tour guide for campus visits

Rocori Heat JO Volleyball Club, Cold Spring, MN - *Head Coach*

November 2016 - Present

- NCR certified head volleyball coach for high school freshman and sophomores
- Leadership skills utilized; planning productive practices, developing engaging drills, coordinating effective line-ups
- Employ dynamic decision making by making advantageous play calls and changes in line-up

St. Cloud State University Volleyball, St Cloud, MN - *Athlete*

August 2016 - Present

- Compete in the most successful NCAA Division II volleyball conference in the country
- Two-time NSIC Fall Academic Award recipient and 2018 NSIC All Academic Team of Excellence member
- 20+ hours per week dedicated to SCSU Volleyball activities during regular season and post-season

SCSU Group X, St. Cloud, MN - *Assistant Marketing Coordinator*

Mar. 2017 - Dec. 2017

- Coordinated events and marketing strategies as manager of social media and lead graphic designer
- Collaborated with colleagues on multiple projects and engaged in weekly meetings
- Introduced monthly calendars and newsletters to the marketing mix

# Alison J. Hulbert

24268 169<sup>th</sup> St. NW • Big Lake, MN 55309 • (763) 607-1687  
alisonhulbert5@gmail.com • linkedin.com/in/alisonhulbert

## EDUCATION:

Bachelor of Science in Real Estate

Anticipated Graduation May 2020

*St. Cloud State University, St. Cloud, Minnesota*

- Program nationally accredited by the Association to Advance Collegiate Schools of Business (AACSB)

## EMPLOYMENT:

### Assembler

*Atlas Staffing Inc. Elk River, Minnesota*

June 2019- August 2019

- Worked for Sportech through Atlas Staffing 40 hours per week
- Followed a production guide in order to complete a product effectively
- Assembled windshields, roofs and doors for ATVs/UTVs using hand tools
- Packaged and boxed finished products in a timely manner that meet company's goal

### Cashier

*Runnings Farm and Fleet, Monticello, Minnesota*

August 2015- June 2019

- Extended excellent customer service by greeting customers in a friendly manner
- Handled customer complaints by providing information regarding products
- Responsible for a balanced cash drawer at the opening and closing of a shift
- Mentored and trained new cashiers

## ACTIVITIES AND ACHIEVEMENTS:

### Real Estate Association, Member

January 2019-Present

*St. Cloud State University, St. Cloud, Minnesota*

- Participate in weekly Real Estate Association meetings to further my education
- Network with professional real estate speakers that visit the college

### Real Estate Association, Social Chair

May 2019-Present

*St. Cloud State University, St. Cloud, Minnesota*

- Looked after the club's booth during recruitment week to encourage new members to join
- Facilitate social events around the campus to increase club awareness
- Created an Instagram page in order to advertise current events in the club.

### Treasurer of 4-H Horse Project

2012-2014

*Sherburne County Horse Project, Elk River, Minnesota*

- Prepared an annual budget by recording the clubs cash flows at each meeting and sending a financial statement to the County's Extension Office at the end of the club year

# Clinton Gabriel Johnson

315 Waite Ave S #214  
Waite Park, MN 56387  
3203396550 cgjhnsn1@gmail.com  
www.linkedin.com/in/justjabriel

## Career Focus

To utilize project management and development experience for modeling co-investment structures and creative financing alternatives.

## Affiliations

President of United Nations Initiative for Children in Emergencies Fund (UNICEF)  
Board Member of Charter Commission St Cloud City Council (City of St. Cloud)  
Treasurer of Prime Marketing Solutions (Chicago)  
Member of Real Estate Club (St Cloud State University)  
Member of Counsel of African American Students (St Cloud State University)  
Member of Jugaad Leadership Program (City of St. Cloud)

## Education – GPA – 3.3

<u>St Cloud State University</u> – St. Cloud, MN, USA (Bachelors Real Estate/Finance)	<b>2014-2019</b>
<u>University of Memphis</u> – Memphis, TN, USA (General Business Associates)	<b>2011-2013</b>
<u>Harold L Richards High School</u> – Oak Lawn, IL, USA (Diploma)	<b>2006-2010</b>

## Professional Experience

<b>Airbnb</b>	<b>2016-Present</b>
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Host

Writing titles and descriptions, take and upload photos, and help determine the nightly price. Hosts also get to know guests, answer questions and coordinate their arrival and departure.

<b>Jones Lange Lasalle</b>	<b>2019-2019</b>
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Property Management Intern

Innovated with the world's leading businesses, put technological expertise into action on landmark projects, and work on game-changing real estate initiatives.

<b>Central Minnesota Driving Academy</b>	<b>2017-Present</b>
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Office Manager

Coordinate registrations. Filing documents/record keeping. Collecting and exchanging currency

<b>The Big Squeeze Café – St. Cloud MN</b>	<b>2015-2017</b>
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Owner

Setting strategy and direction. Modeling and setting the company's culture. Building and leading the senior executive team. Allocating capital to the company's priorities.

**Perkins – St. Cloud MN** **2014-2015**

Tianna Salonek 320-253-0300

Service Leader (Manager)

Restaurant Management, Supervising

Customer Service, Marketing and Advertising, Problem Solving

**John Pulsifer Construction – New London MN** **2013-2014**

John Pulsifer – 320-212-8202

Metal Building Erector

Inspecting equipment, structures, or materials to identify the cause of errors or other problems or defects. Perform safety inspections in construction or resource extraction setting. Perform safety inspections in industrial, manufacturing or repair setting. Providing documentation, detailed instructions, drawings, or specifications to tell others about how devices, parts, equipment, or structures are to be fabricated, constructed, assembled, modified, maintained, or used.

**Prologue, Inc. –Chicago IL** **2010-Present**

Raymond Fleming – 815-909-6835

Carpenter/ Real Estate Apprentice

Purchasing properties acquired by the city of Chicago. Roofing. Installing windows, door frames, and electrical wiring. Installation of insulation. Installing patios

**Burger king – Chicago IL** **2008-2011**

Demoiné Harvey – 773-398-4806

Cashier – Team Leader

Was classified as district manager, Demoiné Harvey's, 'Secret Weapon.' I moved from 1 struggling store to another, improving work and cash flow at each location.

### **Summary of Skills**

Ability to read and understand standard business documentation

Persistence and diligence in long hours of difficult work

Takes pride in organized workplace

Excellent PC, Excel, MS Word, PPT, Adobe, Publisher and Social Media skills

Absorbs product knowledge quickly

Takes pride in working with others

Open minded, when it comes to learning new working habits, environments, and skills

Customer service satisfaction guaranteed

Excellent communication and technical skills

Great analytical and research skills

## **Clinton Gabriel Johnson**

*315 Waite Ave S #214  
Waite Park, MN 56387*  
3203396550 cgjhnsn1@gmail.com  
www.linkedin.com/in/justjabriel

### **Professional References**

#### **Mayor Dave Kleis**

Mayor of St. Cloud, MN  
City of St. Cloud, MN  
400 2nd Street South, St. Cloud, MN 56301  
**320-293-8888**

Mayor Kleis has been a mentor, friend, employer, and professional reference for over 2 years. The Minnesota Chief of Justice appointed me as a St. Cloud Charter Commission board member upon the mayor's recommendation.

#### **Shazad Ahmad**

Director of Multicultural Student Services (MSS)  
Associate Vice President of Center for International Studies  
St Cloud State University – St. Cloud, MN  
AMC 141  
651 1st Ave S. St. Cloud, MN 56301  
**320-420-1554**

Shazad has coached me through varies business expenditures and has been detrimental in the awarding of over 4 scholarships in the past 3 years.

#### **Emmanuel Oppong**

Community Outreach Coordinator  
City hall of St. Cloud - St. Cloud Minnesota  
400 2nd Street South, St. Cloud, MN 56301  
**320-237-6996**

Emmanuel has guided my professional relationships and helped me to improve my leadership skills. I am currently a graduate of the Jugaad Leadership Program where I exercised networking abilities and I still learn how to be successful in the professional business world.

#### **Ryan Hastings**

CEO of Metrobus  
665 Franklin Ave NE, St. Cloud, MN 56304  
**320-267-6295**

Ryan has been successful in challenging my strategic ideas. He has allowed me to expand my network and travel experiences. Ryan is also a board member of the Jugaad Leadership Program.

# Alysia Karger

· 4350 Clearwater Rd Apt 249, St. Cloud, MN 56301 · (763) 202-2819 · akarger@hotmail.com  
· www.linkedin.com/in/Alysia-Karger

## OBJECTIVE

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I am seeking a marketing or real estate focused internship for the summer of 2020.

## EDUCATION

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### BACHELOR OF SCIENCE IN MARKETING

Anticipated Graduation May 2021

St. Cloud State University, St. Cloud, Minnesota

- Minor in Real Estate
- St. Cloud Competitive Cheerleading team member
- Work 20 hours a week while attending college full-time
- AACSB accredited

2018-2019

## EXPERIENCE

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### WELLNESS COACH

August 2019-Present

*Mission Nutrition, St. Joseph, MN*

- Promote Herbalife products through social media marketing
- Coach clients to obtain their health goals
- Average revenue per day of \$125.00

### SERVER

June 2018-Present

*Buffalo Wild Wings, St. Cloud, MN*

- Publicize restaurant specials to increase sales
- Provide enthusiastic customer service to satisfy guests' experiences
- Average sales per day of \$1,000.00

### SERVER & BARTENDER

February 2016-August 2018

*Hillcrest Family Restaurant, Albany, MN*

- Satisfy customers' requests for food and beverage service
- Assist team members as necessary in food preparation
- Calculate cash register nightly to determine profit

## SKILLS

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- Strong oral communication skills
- Critical thinking skills
- Active team contributor
- Quick learner
- Immense planning and organizational skills
- Software skills: Word, PowerPoint, Google Drive



# Sam Libke

13302 Oakwood Dr. Rogers, MN 55374

Phone: (763)-438-6655 | Email: srlibke@comcast.net | <https://www.linkedin.com/in/samlibke/>

## OBJECTIVE

- Senior seeking an internship in commercial real estate development or brokerage. A passionate, self-starter that demonstrates a willingness to learn, and works well with others through hard work and communication.

## EDUCATION

### Bachelor of Science in Commercial Real Estate

Anticipated Graduation May 2020

St. Cloud State University (SCSU), St. Cloud, MN

- GPA 3.7
- University Honors Program
- Herberger Business School Honors Program
- NAIOP University Challenge
- Study Abroad – Alnwick, England – Summer 2019
- Dean's List—Fall 2017, Spring 2018

## EXPERIENCE

### Real Estate Agent – Realty One Group Choice, Andover

January 2019–Present

- Licensed Realtor® with Realty One Group.
- Experienced in writing CMAs and understanding of real estate market trends.
- Analyzed prospective client's needs and facilitated showings.
- Gained knowledge of contracts for the purchase and sale of real estate as well as insight into various financing options.

### Property Assessor Intern—City of St. Michael, St. Michael

April 2018–January 2019

- Knowledgeable of all types of building construction and grading relative to market values.
- Managed internal systems and updated records. Experience using CAMA appraisal system and APEX sketching.
- Gathered data to assist in the equitable appraisal, assessment, and valuation of all real property types.

### Leasing Consultant—R & K Property Management, Sartell

February 2018–September 2018

- Analyzed prospective clients needs and facilitated showings.
- Drafted and coordinated lease signings.
- Managed internal systems and records.

## Activities and Achievements

- **President**, Real Estate Association, SCSU August 2017–Present
- **Captain, President**, ACHA Division 2 Club Hockey Team, SCSU August 2017–Present
- **Student Leader**, Campus Outreach, SCSU August 2017–Present
- **Member**, Beta Gamma Sigma, SCSU (Business Honors Society) January 2018–Present

## VOLUNTEERING

- Boys and Girls Club of America, Saint Cloud, Minnesota September 2017–January 2019
- Feed My Starving Children, Coon Rapids, MN September 2013–Present

# Albert Martinez-Castro

15646 Cornell Trail, Rosemount, MN 55068 | 612-730- 4504

Email: [albert.martinez.castro@gmail.com](mailto:albert.martinez.castro@gmail.com)

LinkedIn: <https://www.linkedin.com/in/albertmartinezcastro/>

## EDUCATION:

### Bachelor of Science in Real Estate & Community Planning

May 2020

St. Cloud State University (SCSU) – St. Cloud, MN

- GPA 3.61

## EXPERIENCE:

### Painting Supervisor

Del Sol Painting Inc., Rosemount, MN

May 2014 – August 2018

- Ensured timely completion of project while meeting high-standards of quality
- Mentored employees by demonstration and offering feedback.
- Communicated with general contractors and homeowners to ensure a high-quality product and complete customer satisfaction.

### Inpatient Volunteer

Children's Hospital, St. Paul, MN

December 2012 – June 2017

- Provided a comfort zone for patients and their family
- Trained in patient care for children in the hospital
- Supported in the discharge process to fulfill patients' needs

### Sales Associate

Sherwin Williams, Bloomington, MN

November 2015 – October 2016

- Mentored fifteen employees to align them with company's business practices in less than two weeks
- Built an apparatus for transporting products using resources at hand, resulting in an increase in time efficiency and less strenuous for employees
- Guided customers to select correct products by understanding their necessities and educating customer of product

## Membership:

### Member

October 2017 - Present

Institute of Real Estate Management (IREM)– Chicago, IL.

# Alex Mayer

939 Parkview Lane | Sartell, MN 56377 | (320) 241-6110  
[ajmayer@stcloudstate.edu](mailto:ajmayer@stcloudstate.edu) | [www.linkedin.com/in/alexjmayer](http://www.linkedin.com/in/alexjmayer)

## Education

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Bachelor of Science - Real Estate

Double Major - Finance

St. Cloud State University, St. Cloud, MN

12/2019

- Herberger School of Business (AACSB International Accredited Institute)
- GPA: 3.09
- Mandarin Chinese Proficiency (Six Years)

## Professional Experience

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**Intern, Better Business Bureau**

1/2018 - 5/2018

- Conducting community outreach on behalf of BBB
- Increasing knowledge of business ethics and raising awareness

**Intern, US Department of State**

9/2017 - 5/2018

- Investigate Italian businesses operating in the US
- Maintain an unbiased position while collecting data
- Follow proper channels for reporting findings

**Program Assistant, Small Business Development Center**

5/2017 - 10/2018

- Connecting with clients and scheduling meetings with consultants
- Aiding in the steps of creating a business with clients
- Creating materials including newsletters, cash flow projections, and data summaries

## Awards/Achievements

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Husky Growth Fund

1/2019 – 12/2019

- President

7/2019 – 12/2019

Dean's List, SCSU

- Spring 2016, Fall 2016, Spring 2017

Investment Club, SCSU

2016 - 2018

- Programs Director

2017

Data Collection Certificate, SCSU

2016

# David J. Moore

411 Duchess Court  
Sartell, Minnesota 56377  
(320) 360-2564 ♦ David.john.moore85@gmail.com

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## Education

### **Bachelor of Science – Real Estate**

St. Cloud State University (SCSU), St. Cloud, MN

Expected: Dec 2019

- AACSB Accredited School
- Working 20 to 30 hours a week while attending school full-time

### **Associate of Applied Science – Electrical Construction**

St. Cloud Technical and Community College, St. Cloud, MN

May 2011

- Worked 35 to 40 hours a week while attending school full-time

## Professional Experience

### **Intern – Commercial Appraisal**

Diversified Real Estate Services Inc., Minneapolis, MN

May 2019 – August 2019

- Created Neighborhood, City, Regional, and State analyses.
- Extensive research on various types of commercial properties.
- Helped to evaluate properties by assisting with inspections.

### **Lead Dock Worker**

Coborn's Inc., St. Cloud, MN

2010 - 2019

- Supervise up to 8 people on a dock unloading trucks
- Scheduling and training for personnel that work on the dock
- Communicate effectively to produce an efficient and safe working environment
- Clean out and organized materials for up to 22 trailers a day.

### **Electronics Technician**

MN Army National Guard (MNARNG), Camp Ripley, MN

2012-2015

- Maintained and verified 130 Missile systems annually
- Scheduled and coordinated movements of equipment to and from the shop

### **Military**

MNARNG, Camp Ripley, MN

2003-2015

- Lead a group of 6 soldiers through their daily missions and maintenance routines
- Supervised 6 soldiers and ensured their safety

# Elizabeth C. Ostrander

16772 Limonite St NW  
Ramsey, MN 55303  
(763) 354-9007  
lzkicks@comcast.net

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## OBJECTIVE STATEMENT

I pride myself on my relationships with others and my professionalism, organization, and efficiency. My goal is to obtain a position that allows me to use all these skills. I would like to be a positive asset to your team.

## ADMINISTRATIVE SKILLS

Advanced proficiency in Microsoft Office to include:

**Word**- creating multiple visuals, correspondence and other materials as needed

**Power Point**- creating presentations

**Outlook**- mail system operation, operation of calendar, working with other staff members calendars, sending calendar request/updates

**Excel**-creating spreadsheets and graphs as needed, tracking student behavior and figuring percentages

Experience in operating a variety of office equipment- PC and Mac, iPad

Strong interpersonal skills with the ability to interact professionally with all levels of the organization

Ability to complete multiple assignments under pressure and short timelines

## PERSONAL SKILLS

Exercise good organizational skill with effective planning and prioritizing

Exemplary interpersonal skills and professionalism

Ability to demonstrate initiative and independence

Self-motivated

Community involvement

Event Planning

Group Management

## EDUCATION

St. Cloud State University – 3.55 GPA

09/2015 – 06/2016

- Completed 2 classes through SCSU in high school

08/2018 – Current

- Currently attending classes on SCSU campus

University of Wisconsin- La Crosse

08/2017 – 05/2018

- Completed 1 years' worth of general studies classes

Anoka High School - Diploma

09/2013 - 06/2017

- High School diploma in general studies

## EMPLOYMENT

<b>St. Cloud Area YMCA – St. Cloud, MN</b> Child Care Attendant <ul style="list-style-type: none"><li>• Ensure fun and safety for the children</li><li>• Dissolve disputes between multiple children</li><li>• Confront and inform parents when their child is having an issue or is hurt</li><li>• Clean the entire facility multiple times a day</li></ul>	10/2018 - Current
<b>Steve &amp; Teresa Strand – Andover, MN</b> Nanny <ul style="list-style-type: none"><li>• Implement creative and new activities to do with all ages of children</li><li>• Ensure the children completed all necessary chores before parents returned</li></ul>	06/2018 – 08/2018
<b>The Children’s Place – La Crosse, WI</b> Sales Associate <ul style="list-style-type: none"><li>• Help families find the item that fits their needs</li><li>• Maintain the organization of the store throughout the day</li></ul>	02/2018 – 05/2018
<b>Frattallone’s Ace Hardware – Andover, MN</b> Cashier <ul style="list-style-type: none"><li>• Welcome customers into the store</li><li>• Direct them to the item they need</li><li>• Achieve a quick and successful checkout for the customer</li><li>• Maintain and organized counter and checkout space</li></ul>	04/2017 – 08/2017
<b>Girl Scouts of Minnesota and Wisconsin – River Valleys – Elk River, MN</b> Waterfront Specialist <ul style="list-style-type: none"><li>• Lifeguard</li><li>• Teaching kayak and canoe lessons</li></ul>	06/2016 – 08/2016

## EXTRACURRICULARS

- Girl Scouts of Minnesota and Wisconsin – River Valleys**
- K – 12<sup>th</sup> grade (13 years)
  - Improved relationship skills
  - Many volunteering experiences
  - Experience selling a product for a good cause

## Abigail Panek

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15501 400th St., Avon MN, 56310 | (320) 292-7521 | [abbypanek82@gmail.com](mailto:abbypanek82@gmail.com) |  
<https://www.linkedin.com/in/abigail-panek-620391175/>

**Purpose Statement:** College student looking to obtain a position that will challenge me and help me develop skills in the world of business.

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### Education

Pursuing a Bachelor of Science Degree in Real Estate August 2018- Present  
St. Cloud State University

Holdingsford Secondary 2014 - 2018  
GPA: 3.322

### Work Experience

Nahan Printing Inc - Fulfilment/Direct Mail May 2019 - Present  
7000 Saukview Dr.  
St.Cloud, MN 56303

- I insert, seal, and package envelopes

Buttweiler Environmental - *Janitorial Services* June 2017 - August 2017  
250 Sundial Dr.  
Waite Park, MN 56387  
(320)-251-4385

- I vacuumed and mopped floors in an office building.

### Volunteer Experience

- Holdingsford Fire Dept. Breakfast March 2014-2018
- We Day 2014

### ExtraCurricular Activities

- High School Choir: Grades 9-12
- Prom Committee: Grade 11
- Senior Composite: Grade 12
- SCSU Women's Choir August 2018 - December 2018

### Scholarships

- Holdingsford Endowment Spring 2018
- SCSU Real Estate Alumni Association Fall 2019

# Joseph F. Rath

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1708 16<sup>th</sup> St. SE #25 | 5075258021 | Rath8021@gmail.com

## Objective

This is a brief summary of some of the Education, Skills, and Work Experience that would aid me in serving this company.

## Education

**REAL ESTATE BACHELOR OF SCIENCE | FALL 2019 | ST. CLOUD STATE UNIVERSITY**

**RELATED COURSEWORK** - ECONOMICS, ACCOUNTING, FINANCE, STATISTICS, INFORMATION SYSTEMS, COMMUNICATIONS, ECONOMICS, BUSINESS LAW, MANAGEMENT, MARKETING

Cumulative GPA - 3.87

Secretary of Real Estate Club

President of Student Veterans Organization

Graduate of Global Leadership Academy

## Skills & Abilities

**WORK ETHIC** - I grew up on a farm, in a farming community. As laziness was frowned upon, I learned to devote all of my energy into projects until they were completed.

**TROUBLESHOOTING** - I have always been interested in the way things work. I enjoy seeing systems work, and when they don't I tend to try and fix them. This skill has helped me fix everything from radios to team communication.

**INDEPENDENCE** - Worked as a merchandiser, stocking several stores, with limited contact with management. The work was done on-time, efficiently and correctly.

**LEADERSHIP** - The Marine Corps put me through several leadership training seminars, and my skills were put to the test daily. I was elected to the position of Vice President, and later President by my peers in the Student Veteran Organization.

## Experience

**ASSESSOR INTERN | HENNEPIN COUNTY | MAY 2018 – AUGUST 2018**

- As an Assessor Intern I help Hennepin County conduct their 2018 Revaluation in Plymouth and Brooklyn Center.

**LEASING CONSULTANT | GRANDVIEW ESTATES | OCTOBER 2016-MAY 2018**

- As a leasing consultant I answered phones, updated systems, collected rent, showed apartment, and guided apartment applicants by explaining the components of their leases.

**MERCHANDISER | COCA-COLA | SEPTEMBER 2015-MAY 2016**

- As a merchandiser I would wake early, review the routes management posted for me, determined and executed the best approach.

**RADIO OPERATOR | MARINE CORPS | AUGUST 2011-JULY 2015**

- As a radio operator in the Marine Corps I participated in many operations ranging in size from small team to Division wide.



# ASHLEY THOMAS

6729 Oak Grove Parkway, #4421, Brooklyn Park, MN 55445 · (763) 244-5601  
amthomas530@yahoo.com · www.linkedin.com/in/ashleythomas530

## EXPERIENCE

AUGUST 2019 - PRESENT

### LEASING CONSULTANT, DORAN COMPANIES, EDINA

- Participating in lease up with new construction of 184 apartment units which opened August 1<sup>st</sup>, 2019
- Leased 10 apartments in first month after starting new position
- Collaborating with co-workers/ management to find the best way to help the team function seamlessly with each other and organization-wise

MARCH 2019 - AUGUST 2019

### LEASING CONSULTANT, WEST STONEHILL APARTMENTS, WAITE PARK

- Aid prospects in finding a home that fits their budgets and preferences
- Assist with 312 apartment units by following up with residents on lease renewals, maintenance orders, and inspecting vacant apartments for new move-ins

APRIL 2016 - JULY 2019

### SERVER/ HOST, TEXAS ROADHOUSE, WAITE PARK

- Promoted to Server in April of 2017
- Interprets guests' needs and provides excellent customer service and an overall pleasant dining experience
- Train and evaluate newly hired hosts or servers

## EDUCATION

JANUARY 2017 - DECEMBER 2019

### BACHELOR OF SCIENCE IN REAL ESTATE, ST. CLOUD STATE UNIVERSITY, ST. CLOUD, MN

#### HERBERGER BUSINESS SCHOOL

- AACSB accredited business school
- Dean's List Spring 2018 Semester
- 3.29 Cumulative GPA

AUGUST 2013 - DECEMBER 2016

### MINNESOTA TRANSFER CURRICULUM, ANOKA RAMSEY COMMUNITY COLLEGE, COON RAPIDS, MN

## SKILLS

- Leadership
- Planning/ Organizing
- Microsoft Office
- Customer Service
- Interpersonal skills

## ACTIVITIES

AUGUST 2018 - PRESENT

### REAL ESTATE ASSOCIATION, ST. CLOUD STATE UNIVERSITY

- Participate in property tours, networking events, and interacting with guest speakers



**Katherine M. Vanderwerf**

10901 245th St E

Lakeville, MN 55044

Phone: 612-816-9770

Email: [kvanderwerf28@gmail.com](mailto:kvanderwerf28@gmail.com)

LinkedIn: <https://www.linkedin.com/in/katie-vanderwerf-79223615a/>

**Objective:**

Attending St. Cloud State University with a major in Real Estate (Sales & Marketing emphasis), and a minor in Communication Studies, with a plan to pursue a career within the real estate industry.

**Education:**

-Lakeville South High School, Lakeville, MN. Graduated June 2017. GPA- 3.65.

-Normandale Community College, Bloomington, MN. Attended while completing high school through the MNSCU PSEO program.

-St. Cloud State University, St Cloud, MN. Started in the fall of 2017, attending the Herberger Business School.

**Work History:**

-American Mortgage & Equity Consultants, Inc. Bloomington, MN. Summer Closing Assistant 2018-19

-Completed preliminary closing disclosures for borrowers

-Consulted with Loan Officers and borrowers regarding loans

-Worked with others to solve problems within files

-American Mortgage & Equity Consultants, Inc. Bloomington, MN. QC Summer Intern 2017

-Analyzed Mortgage Loan Officer's social media accounts

-Contacted Mortgage Loan Officers regarding issues with accounts

-Completed HMDA reports

-Marshalls, Lakeville, MN. Part time sales associate. November 2015-April 2016

-Cashier and customer service representative

-Extended customer service to over 50 people every shift

-Answered store phones for customers from other stores looking for merchandise

-Promoted the sale of goods through good organization within the store

-Motokazie, Jordan, MN. Volunteer. May 2014-Current

-Race registration and gate entry for competitors and family members

-Closed out cash drawers and reconciled cash and credit receipts

-Accurately scored races so competitors know how they finished a race

-Office work including: entering data into excel format, filing paperwork, answering phones, designed PowerPoint presentations for sponsors and banquets.

-Used social media to cover events, and promote the company

**Hobbies/Interests:**

Racing motocross: Won 11 championships from state to series classes, qualified for regional and national championships, helped others starting in the sport - especially youth girls to help them gain experience and confidence in riding.