

Summer Internship Report 2017

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Hometown: Dallas, Texas



**BMC Capital
Dallas, TX**

Provide an overview of the organization/research project and a summary of your responsibilities, tasks, and/or projects.

My main responsibilities were creating market overviews, executive summaries, and underwriting loans, as well as creating loan packages and proposal packages for the loan officers. I also spoke on the phone with potential clients and worked to update the lender database.

During your internship, what did you accomplish or how did you make a difference? In what ways did you grow in your professional and technical skills?

I was taught and learned how to do a wide variety of things, the most interesting of which I thought were the executive summaries and underwriting of loans based on their historical profit and loss statements, as well as their current rent rolls.

Describe a problem that you helped to solve at your internship. What skills or knowledge from your education at Sewanee helped you address the problem?

The loan proposal template was created in Excel, and creating new ones was tedious as I had to go in and make sure that I altered all of the correct areas, but I ended up creating a word document of it, and setting it up in a way that I could have the template auto-fill itself using the inputs I gave it from an Excel document of the properties and information that it needed.

In what way were your teamwork skills strengthened?

I realized how many different pieces, created by many different people, all came together to create each package, requiring specific parts from each of us, so they required all of us to work together as a team to create them, and push the loan forward. There were also times during which I would be asked to do something that I was not entirely sure of, and I would need to go to others for help or clarification.

How did your internship affect your career plans?

I hope to work in finance in the future, and I gained a lot of knowledge and experience this summer, as well as learning more about how an office environment in the industry functions and the teamwork required to reach a final goal and finalize a deal.

In what ways did your internship cause you to encounter people of different backgrounds from your own? What steps did you take to communicate effectively with such persons? What did you learn from such persons' perspectives?

I spoke to many different people on the phones in an effort to update BMC's lender database with the correct rates and terms for each lender. Many of the people I spoke to were from different places, so I ended up speaking to many different types of people all around the nation. I realized that at times you must "play by their terms", in a way, as some of the people, would recognize what I was doing but would still end up getting sidetracked and telling me stories or going off on short tangents, and I simply listened and went along with them in an effort to get the information that I was tasked with collecting.

Words of thanks to your internship funding donors:

I am so thankful that I was able to intern at BMC this summer, and I feel that through the internship I learned a vast amount that can only be taught from real-world experience. I would not have been able to do this without your help, so thank you so much for giving me this opportunity!