

Will Downey

## Summer Internship Report 2015

This summer I was fortunate to have great mentors in Trish and Skip Woolwine, as well as the rest of the Fridrich & Clark staff. I truly felt like I was welcomed in immediately and not treated at all as the lowly, “coffee-getting” intern that I was. I very easily could have been treated like that and I was not. On the contrary, members in the office introduced themselves and said that they would be more than willing to help. I found that this was not just a quick comment in passing, as each time I had a question every member, especially Trish and Skip, was willing and able to help. That meant a lot to me as I was trying as hard as I possibly could to not get in the way of the other members of the real estate team. I found, however, that when I could not accomplish a given task (which happened more frequently than I thought) every person was extremely helpful.

As an intern I was asked to do everything from put signs up in various clients’ yards to comparing and contrasting multiple offers on any given home. I felt that I was in the loop with everything that Trish was doing, as she was diligent to keep me posted. She would constantly email, text and call me as we worked together to help sell her listed homes, as well as help her buyers.

A few of my favorite experiences involved meeting and talking day in and day out with our clients. I was very eager to not have a “sit behind a desk all day” job and Trish and Skip provided me with exactly that. I was up and moving constantly, running back and forth to the office. I was in constant communication with our clients and that gave me a great feel of how the real estate world would work. It was also extremely helpful that the market was so good as I was working. Trish and Skip were quick to point out, however, that this is not the norm. They also went beyond and described a) why it was not the norm, and b) what would usually happen if say, for example, a home was not selling two or three days after listing.

Regardless of what happens in the future, I will take away many insights into the working world. The most important one for me was how to deal, day in and day out, with clients—people just like you and me. This was and still continues to be an invaluable skill that I will hopefully take with me the rest of my life. I remember distinctly on several occasions Trish would stop her work and tell me, “Remember, Will, sometimes it is not about how much money you are making. Sometimes you have to take a little price cut if the person you are working with is worse off than yourself.” That lesson was really important because it showed me that you do not have to rise to the top (whatever that may be) by exploitation, but rather you can make a living by treating people, in this case your clients, with care, love and respect.

I am truly thankful for the experience I had this summer thanks to Sewanee, Fridrich & Clark, and Skip and Trish Woolwine.