Summer Internship Report 2017

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Hometown: Charlotte, North Carolina

NAI Mobile/
Sam Winter and Company
Mobile, Alabama

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

Over the course of my summer, I spent my internship with two different companies, NAI Mobile and Sam Winter and Company. NAI Mobile is a commercial real estate firm and Sam Winter and Company is a residential real estate firm. This was an internship that mixed both sides of real estate so that I would have a general idea of how all of real estate occurred. Throughout both internships I had a variety of things to do on a daily basis, however I only had one main project to work on throughout the entire six weeks. This main project was to research property information on the MLS real estate site for the downtown area of Mobile. After I would find out the main information about a certain piece of property, I would then transfer its key components from the MLS system to an Excel spreadsheet to further help NAI and Sam Winter and Company as they looked to grow their business in the downtown area of Mobile.

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?

This internship helped me to grow as a professional not only in real estate, but in the business world as well. I worked from 8-5 every day, Monday to Friday, and I think it really helped me to understand how the business world was outside of school. The office really keeps your mind focused as you work everyday. The daily tasks and assignments helped me to understand the real estate business greatly and the business world. I would read contracts frequently which helped me to understand how a commercial/residential deal occurred. I could tell that these contracts were frequent in business and they helped me to see how daily interactions in business unfolded.

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?
Throughout my six weeks I never encountered a problem, however Sewanee has molded me over the past three years to the person I am today. In real estate there was a lot of personal interaction with people in the area on a daily basis, and the way Sewanee has taught me to act helped me to meet and communicate with people from the many different backgrounds. Without many of the skills I have developed at Sewanee, I may have not been the right person for this internship, but I think by the end of the internship both companies were very glad to have me. These companies were made up of Sewanee grads and I think they were expecting their intern to be easy to train and work with, as well as comfortable in social settings. To my understanding Sewanee never fails to produce great workers, therefore Sewanee prepared me to be the person that I was at my internship.

In what way were your teamwork skills strengthened?
I was the only intern in my internship, therefore I would not say that my teamwork skills were strengthened, however my networking skills were definitely strengthened. I learned to meet many different people and understand them from their backgrounds. I would ride around with my boss and go to properties and learn how to speak with people who were less educated, or more educated, in order to interest these people into purchasing the property.

How did your internship affect your career plans?
My internship only positively effected my career plans. When I went into this internship I thought that real estate would be a great career path for my future, and after my internship it only showed me that real estate was the perfect career for me. I only hope that after school I find that real estate is as enjoyable for me was the way it was this summer.

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?
This internship helped me to encounter many people from different backgrounds. I am a person who seeks adventure and loves to meet and learn about people from all backgrounds. I am a native and resident of Charlotte, NC, a city much different than Mobile. After living and working at my internship in Mobile, I not only had a greater understanding of real estate but I had an understanding of a very similar, but different southern culture in Mobile. It took me a week or two to understand the community and after I learned it, I loved meeting these new people and getting to know them. I think it is important to meet people from all around the country/world because it can only further help oneself to grow as a human being and understand the world as a whole.

Words of thanks to your internship funding donors:
Thank you so much for providing me with this opportunity. I was able to work in a different city and learn real estate in a unique way thanks to you. I hope that you know that you were a huge help because without this generous stipend, I would not have been able to work and explore in a new area of the country. Your donation helped me as well as other Sewanee students utilize their summer in an effective way as we prepare for our future.