

A Few Things we Look for in a Scholarship Applicant!

- Firstly, consider real estate experience from there - financial need, education, and what position (job) they hold currently.
- Real estate experience (weigh heavily when evaluating applications), looking for candidates with a good idea of what they're getting into i.e. currently working for a broker an assistant, affiliated industry, etc.
- NO typos, proof-read, correct grammar! Best foot-forward
- Look for the 'why real estate' factor in the essay and whether they have a realistic plan to start their career (met with brokerages, have a broker they will be working with/for).
- Don't put a lot of value in generic answers - I like to watch HGTV or I'm a people person, etc.... look for family history in real estate as well - 'know what it takes'
- Overall potential for success in the industry, 2-5yr business plan development/ strategy, research on how to be successful in the industry – NOT 'I watch HGTV/ I love houses'
- Consider the amount of knowledge/ research the applicant has done on the industry and what it takes to be successful,
- A solid WHY real estate, realistic expectations, not persons who think it will be 'fun' (we are not funding your hobby!)
- Not likely to vote for persons planning to keep another job (long-term) – NO part time agents!
- Unlikely to vote for someone with extreme financial burden (significant start-up costs in Real Estate)
- Looking for engaging, enthusiastic, knowledgeable persons, who have done their research on the Association
- Focus on the quality vs quantity – raise the bar of professionalism from the very beginning.
- And maybe most importantly: future leadership potential & am I encouraging a bad decision?

Note: These are just suggestions! Be sure to develop a grading system that works best for you!