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Career Exploration Paper

Road Map to Becoming a Real Estate Developer

Coming to college at the age of 17, my mind was all over the place. I didn't know exactly what I wanted to do but my dreams and aspirations ranged in a lot of different fields. Deep down, I always knew that I wanted to be a businessman, and I also knew that I wanted to be my own boss. My long-term goal is to be a Real Estate Developer, but I want to have a lot of different experiences in different business departments as in Sales, Marketing, Operations, etc, so that I can be a bit more diverse in order to be successful. Taking a few business courses here at Muhlenberg were very interesting and they persuaded me to declare a major in Business and a minor in Entrepreneurship. These classes are basically the stepping stones of what's going to lead me to the business world because through these classes I'm gaining a lot of knowledge of how this world actually works.

When I first came on campus as a freshman, my staff mentor told me how important it is to visit the career center as soon as possible because they can play a big part in helping me networking and also give me the opportunity to have an internship. That year, I totally ignored the career center because I didn't think it was important at the moment because I was a freshman—I just started college. Now that I'm a sophomore, I started to navigate my life. I'm taking core business courses, so I'm eager to take what I learned in the classroom to have an opportunity to express my knowledge by having an internship in order to have the opportunity to gain real-life, in the field experience. I finally visited the career center to book an appointment with one of the career coaches to get help with my resume (my first step). He helped me with my

resume and we ended up finishing it that same day. In the space of a week, I booked another appointment to talk about how I can go about applying for internships this summer. He showed me the different steps of how to set up my handshake and linkedin accounts and how to go about applying for those internships using handshake (second step). After that meeting, I used my extra time before my work study job to apply for internships in Sales, Marketing, Operations, etc (step 3). My career coach even informed me about the Muhlenberg Shadow Program where Muhlenberg students will have the opportunity to shadow an alumni in the field that we're interested in. I applied and I was accepted. I ended up Shadowing a Real Estate Developer from Jersey City and it was really fun. I learned a lot and he also shared key points of how to get started in this field. He was a business major as well and he basically gave me the blueprint of how he got to where he is right now (step 4).

I applied for over 20 internships this semester, and I already did 2 interviews. The first interview was at a company called Reminders Media. They are a marketing company that helps to market Real Estate agents and Financial Advisors. Before that interview, I went to the career center for a mock interview in preparation for that interview, so that I will be in a better position walking in the real interview. This interview happened over spring break. In the space of 5 days, I received another call from another company called MSS to come in for an interview. MSS is a moving company that specializes in big moves for other companies in the United States, Canada, and Mexico. They interviewed me for a position in the Operations department as Assistant Dispatcher. My job will be keeping track of job orders and also making calls to get services for the right price. After that interview, in the space of 3 days, they offered me the job and I took it because I think that it will be a great experience and I will learn a lot more about

Operations—becoming a Real Estate Developer, having experience in Operations is key (step 5). I have great communication skills, I am a very persuasive person, and I'm also a very observant person, and I think those are strengths that will help me become successful in this area. I never really think about my weaknesses but whenever I have a problem doing something, I work really hard in that area to better myself in order to be successful.

I think the steps that I've taken so far have been productive and I learned a lot. Coming out of College, my goal is to land a job in Sales, Marketing, or Operations with a yearly salary of \$60,000+. I expect to work 9-5 out of college but by the time I get to age of 25, I will be drafting up my plan of how I'm going to start my Real Estate Developing. On linkedin, I keep in touch with a few alumnis and I also keep in touch with my Shadow host in Jersey City. That's my target company for after college because I think I can learn a lot from him and I also love Jersey City, I see myself living in the Jersey, Pennsylvania or Maryland area. I will be doing a lot of research on Real Estate and also keep talking to alumnis and my mentors about how I can reach my goal and become successful.