

A group of young men, likely students, are walking away from the camera on a city sidewalk. They are wearing jackets and carrying backpacks. The background shows a city street with buildings, a white van, and a street sign. The overall atmosphere is that of a busy urban environment.

Ready for Life

OUTSIDE OF THE CLASSROOM &

INTO THE REAL WORLD

EXPLORING ONE OF PHI KAPPA PSI'S NEWEST PROGRAMS
THROUGH THE EYES OF ONE OF ITS PARTICIPANT

PHI KAPPA PSI FOUNDATION

EXPLORE INAUGURAL SESSION MEETS WITH HIGH PRAISE FROM PARTICIPATING PHISIS

Explore is a multi-day externship offering Phi Psi students with similar professional aspirations the opportunity to work alongside alumni hosts in those careers.

The experience provides participants with insights and perspectives from successful alumni inside the industry, within the real-life-real-time work environment. It also provides individualized follow-up to assist participants in securing future interviews and internships in their preferred field.

The pilot *Explore* session took place earlier this year. A cohort of just over a dozen undergraduates from chapters around the country traveled to New York City to study aspects of the real estate industry. Participants' areas of study included engineering, architecture, construction, and design. Each was afforded a custom track tailored to their interests in areas such as finance/investment, contract administration, or on-site building management.

Patrick McDonald, a sophomore studying civil engineering at the Cockrell School of Engineering at the University of Texas-Austin, has always been fascinated with city infrastructure. "I want to be a pioneer in future design building and adapting cities for people to thrive while they live, work, and play. Civil Engineering encompasses all aspects of architecture, design, and construction."

Patrick applied to attend *Explore* because he says New York City is a prime example of a major world city that has evolved over time to continually better serve its residents. Patrick, in his application cited, "*Explore* would be a stellar opportunity — being able to meet and learn from Phi Psis who are industry leaders would expose me to a real-world influence that would allow me to further narrow in on my professional goals."

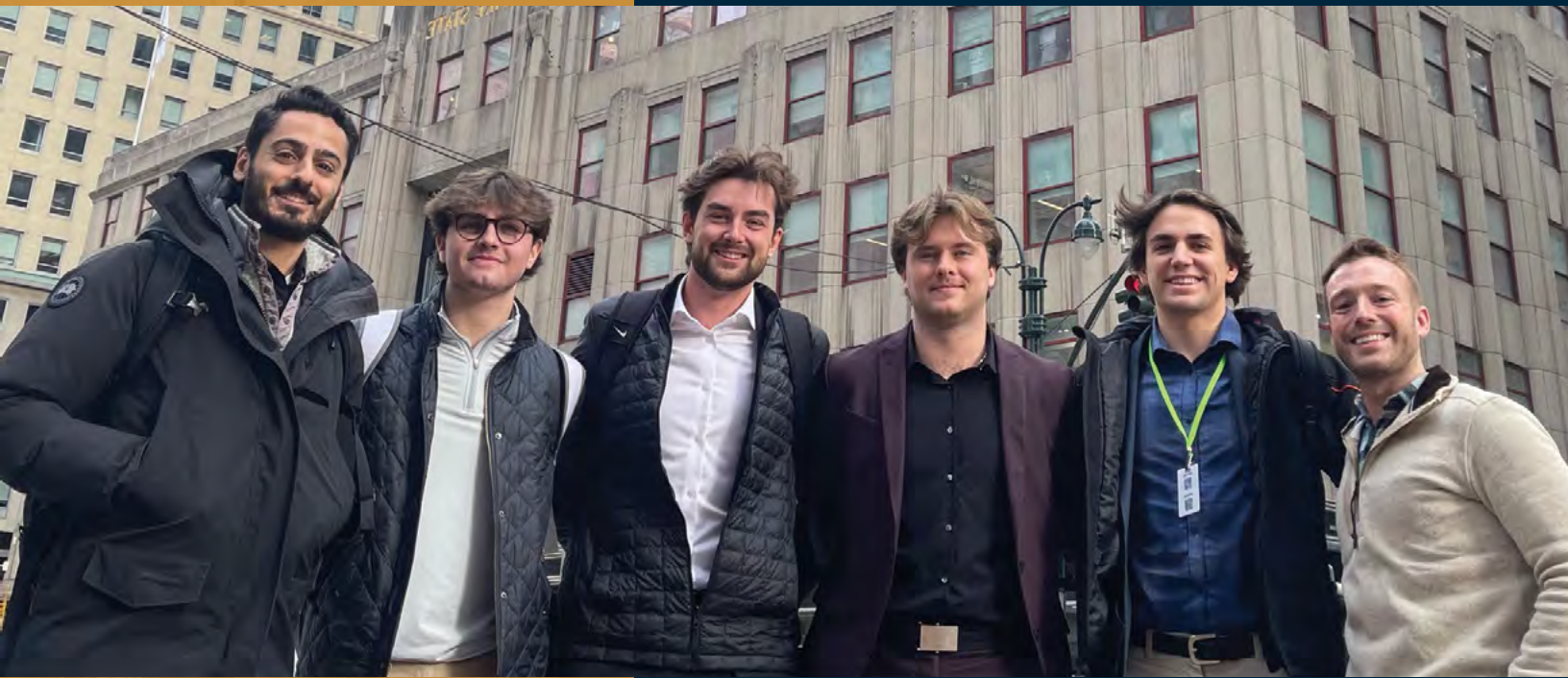
Brother McDonald wasn't disappointed.

He and fellow participants took part in both large group activities and focused small group sessions related to their respective interests. Hosted by Justin Natalizio *DePaul '13* at Marcus & Millichap's Manhattan Office, *Explore* helped McDonald land a post-program internship.

"TDIndustries is a group of mechanical subcontractors near Austin. One of the Phi Psi alumni helped me connect with them. I'm working 40 hours a week this summer — half the time on field projects and half the time in the office. I'm learning so much about the big picture.

"I owe the *Explore* program all the credit for my internship ... while at *Explore*, I took things down mentally that really helped in the interview. The discussions and time we spent in those offices with Phi Psi alumni gave me a great understanding of what this industry is about, the full picture.

"And the friendships I made along the way are everlasting."



A Bite of the Big Apple

PATRICK MCDONALD EXPLORES HIS FUTURE

"I took off school to prioritize attending *Explore* — it was far more worthwhile than whatever I missed! And, my professors agreed! We stayed on 35th Street behind the Empire State Building in Manhattan. The first night, we all went to a restaurant — guys from chapters around the country, schools like Syracuse, Valparaiso, Toldeo, Colorado, and Ole Miss.

"These were outstanding brothers who reflected the Phi Psi spirit. We talked about the Fraternity's history and things we learned in new member education. We immediately bonded. Friendships were born.

"There were different sections of the experience based on our interests: real estate design; finance and banking; construction management.





"We were tourists in New York City but looked at the skyline differently - from a perspective of how developments take shape. How does a building come to be? We discussed pre-construction considerations. We met with a general contractor. We learned the intricacies of how negotiations take place to complete a \$340 million skyscraper renovation — from the involvement of property owners, architects, contractors, investors, and market data.

"Real estate brokers helped our group understand aspects of leasing for both commercial and residential properties; how ground leases work; how owners can lease to a construction company and how they can join together to pay for its completion, then sell spaces...

"We met with the Rockefeller Group and toured the renovation of an underground space they'll lease out in the future.

"Phi Psi alumnus John Pierce lives across the Hudson River and was our main speaker. He provided an incredible tour of NYC buildings. He was very, very knowledgeable and shared every aspect of real estate. During our time together he explained important concepts about market data,

demographics, trends, world economy, interest rates, and his observations about how the work-from-home culture will affect commercial construction. I learned so much firsthand!

"Following the first two days in the office and learning in a seminar format, we toured the top of the Empire State Building and visited various skyscrapers and parks. On the last day, we chose our concentrated track, whether that was more technical information on engineering permits and regulations, or market analysis, or architecture and actual construction and spent the day in an immersive setting.

"I went up in The Spiral, a just-completed skyscraper in Hudson Yards, Manhattan. It is over 1,000 feet tall with almost three million square feet on 66 floors. Its interior spaces are now being filled with tenants. We also toured the PENN2, a \$330 million renovation of a former train station building that's adjacent to Madison Square Garden.

"Phi Psi enabled me to visit New York City. It opened my eyes to what an interesting career real estate construction is. We all dream. *Explore* allowed me to see what the field is and can be, up close and personal.

"I also learned there will always be a need for construction in society and it is integral to building community. *Explore* opened my eyes to a world of possibilities and gifted me the keys to access it.

"The guys I met there, we've stayed connected to become a community across the nation, based on our professional interests. I'm grateful to the alumni who have made *Explore* a priority program within Phi Kappa Psi."



Mind. Heart. Soul.

Phi Psi's programming strategy is firmly, and importantly, centered and based on the Creed and Ritual. It's a model that uses our age-old Phi Psi values to help young men grow.

The Foundation is proud to support this innovative programming paradigm which develops and encourages the whole person. *Explore* is one of several new programs. Each initiative is designed to support our young members' changing needs from year to year, with programming that evolves alongside the member as they advance through their Phi Psi experience. Each program reflects the transformative process of maturing from one who pledges their membership to the brotherhood during college and continuing into their alumni journey.



Explore is an application-based program and participants are selected on a rolling acceptance basis. If selected, participants are awarded a fellowship for attendance which includes airfare, lodging, airport transportation, meals, tours and networking opportunities for potential internships and employment.





EXPANDING YOUR REACH

If only you had today's knowledge and experience back in college – imagine where you'd be now! Here's your chance to lend a little wisdom to young brothers in need of guidance. Whether your own collegiate days were one, ten, or fifty years ago, the brotherhood needs you.

It is through talented, wise, experienced, and generous alumni brothers that Phi Psi is able to provide today's undergraduates with the insights into areas of their career interests. The *Explore* program is expanding – it's expanding to new cities and will include new focus areas.



If you or your employer are willing to participate or host an Explore session of approximately 12 of Phi Psi's best and brightest, please let Phi Psi's Senior Director of Programming Devin Basile know by emailing him at devin.basile@phikappapsi.com.