



NEWSLETTER

UPCOMING EVENTS

APRIL 22

Real Estate Council
(Zoom) 5 p.m.
[Click here to join](#)

MAY 7

UCF College of
Business Graduation
9 a.m.

To learn more or for news on
events and programs, visit

[BUSINESS.UCF.EDU/
REALESTATE](https://BUSINESS.UCF.EDU/REALESTATE)

**No. 1 provider
of real estate
talent in one
of the fastest
growing cities
in the country.**

FROM THE DIRECTOR



The UCF Real Estate program continues to make progress during the 2021 Spring semester. While things have not returned to normal just yet, our students and faculty are actively engaged in their academic pursuits. We continue to focus on preparing our students for successful careers in the real estate industry. As part of this commitment, we held a Career Coaching Zoom event March 25 with John Crossman. More than 130 students signed on to hear John share his winning strategies for advancing one's real estate career. The UCF Real Estate Council has also been active, holding

a well-attended Zoom in February featuring an update on the real estate program and Central Florida commercial real estate market. Our next Real Estate Council event will be **Thursday, April 22, at 5 p.m.** [Click here to join.](#) Zoom's not bad but we certainly look forward to the day, in the not-too-distant future, when we can meet in person again.

Thanks for your ongoing support of the UCF Real Estate program. Your comments and/or questions are always welcomed. Onward and upward.

Sincerely,

Bill Moss, Director

Dr. P. Phillips Institute for Research and Education in Real Estate

CONGRATULATIONS YVONNE BAKER, '80, '11!

Regional Managing partner of Franklin Street and two-time Knight Yvonne Baker has accepted a full-time position as executive director of FSU's Real Estate Center, starting April 1. Baker earned her bachelor's in 1980 and her Professional Master of Science in Real Estate in 2011. In 2017, the College of Business honored her with its Notable Knight Award.



THANK YOU, JOHN CROSSMAN!



Thanks to real estate executive John Crossman, CCIM, CRX, for his continued support of the College of Business and our real estate students. Last week John hosted a free virtual career coaching session for students called Winning Strategies for Real Estate Career Advancement. John is CEO of CrossMarc Services LLC and a leading business executive and real estate advisor in Central Florida. He also is a speaker and author of the book, "Career Killers/Career Builders: The Book Every Millennial Should Read" as well as a "Guide to Commercial Real Estate."

JOIN THE COUNCIL

Complete your pledge to join the council today and receive a free, limited edition magnet (pictured) so you can show off your UCF Real Estate pride wherever you go. Register at ucffoundation.org/real-estate-council



FACULTY SPOTLIGHT



LAURIE BOTTS

Adjunct of Finance & Real Estate

Laurie Botts is the Real Estate Division Manager for the City of Orlando. She is a state-certified residential real estate appraiser and a licensed real estate broker with more than three decades of experience in real estate sales/disposition, development, leasing, property management, marketing and analysis. As the City's Real Estate Manager, she and her staff represent the City in real estate matters, negotiate real estate transactions, negotiate and monitor lease agreements, evaluate the City's current and future real estate needs and supervise the maintenance of all City real property records and fixed assets. She is a UCF graduate with Bachelor of Arts degrees in Public Administration and Speech Communications and a Master's degree in Public Administration. She is an adjunct instructor in the College of Business where she has taught the Real Estate Appraisal and Valuation Class (REE 4103). Laurie is a member of the Orlando Regional Realtor Association and the Commercial Real Estate Women (CREW) and an associate member of the Appraisal Institute.

STUDENT SPOTLIGHT



GUANGFEN 'AMY' COX

Finance & Real Estate Major

Growing up during the Cultural Revolution in China, Guangfen "Amy" Cox says she never had the freedom to choose her education. When she moved to Florida in 2016, she soon realized she had a great desire to go to college. "The ability to attend college is an option I never would have had in my country of birth," says the Finance and Real Estate major whose daughter is pursuing a degree in architecture in Chicago. "I am so grateful for the opportunity to attend college, and I cherish the classes, lessons and people I have met." To learn English, Cox says she would memorize vocabulary words while walking her pet Chihuahua early each morning. She joined Orlando Toastmaster's where she became an award-winning speaker, despite not being a native English speaker, and became the treasurer for the UCF Real Estate Club. "I started college at age 45, and I faced every challenge," says Cox, who will graduate this fall with plans to be her own boss. "The goal is to have my own business again. I owned a salon in Beijing," she says. "My dream job is to work in real estate and finance. I am bilingual, and I know I could be an asset to companies that have offices in China & the USA."