

2024 Smeal REIT Stock Pitch Competition

Sponsored by the Borrelli Institute for Real Estate Studies

The 2024 Smeal REIT (Real Estate Investment Trust) Stock Pitch Competition is an opportunity for undergraduate students to showcase their ideas and understanding of real estate in a 3-minute stock pitch format.

No Experience is Necessary!

Register for the competition by **Friday, January 26th by 5:00 PM**

- ❖ To register for the competition, participants must fill out and submit the Qualtrics form found at this link: https://smeal.qualtrics.com/jfe/form/SV_6utzWPjSrH06s98
- ❖ The registration form will ask for the following: your name, PSU e-mail address, phone number, class standing (i.e., 1st, 2nd, 3rd semester), major including minors and certificates, acknowledgment that you have read, understand, and agree to the rules and required participation commitment expected as a participant of the 2024 Smeal REIT Stock Pitch Competition.
- ❖ This registration will allow you to receive access to the competition Canvas page where there are additional resources and materials that are to be submitted for the competition.
- ❖ E-mail Brittany Walk at bnb5007@psu.edu if you have any questions

Preliminary Round:

Tuesday, January 30th

Materials and video clip must be uploaded to the REIT Stock Pitch 2024 canvas page by **5:00 PM on Tuesday, January 30, 2024**. Only participants with complete submissions will be considered.

- ❖ Participants must prepare a written research report outlining their investment idea. The maximum length for the report is three pages.
- ❖ Participants will have the option to create a PowerPoint presentation outlining their investment idea. (optional)
- ❖ Participants will need to record a video of themselves presenting their stock pitch. The video should be one to three minutes in length. A video recorded on a cell phone or similar device is acceptable.
- ❖ The report, video and optional PowerPoint presentation must be uploaded to the site no later than **5:00 PM on Tuesday, January 30th**.
- ❖ Participants will be judged based on the pitch idea and video presentation.
- ❖ Competition judges (Real Estate faculty and/or Wall Street professionals) will select the participants for the final round.
- ❖ All first-round participants will receive notification by Friday, February 2nd regarding their status.

Final Round:

Materials Due- Monday, February 12, 2024

Presentations- Thursday, February 15, 2024

- ❖ Judges will be industry professionals and may include Wall Street and real estate experts, fund managers and senior analysts.
- ❖ Each student will have three minutes to present their REIT investment idea. The presentation will be timed, and the student will be stopped at three minutes. Judges will have up to ten minutes to ask questions at the conclusion of each presentation. At the conclusion of the Q&A period the participant will exit the room.
- ❖ Judges will be provided a scorecard for each student and will judge the students based on three criteria: pitch idea, presentation, and question handling.
- ❖ At the end of the competition, all the finalists will be notified of the results by e-mail. The judges will provide feedback to each participant on the strengths and weakness of their pitch.
- ❖ The scholarship money will be distributed as follows: \$4,000 for 1st place, \$2,000 for 2nd place, and \$1,000 for 3rd place. The winners will be provided with additional instructions to facilitate the process of distributing the scholarship prize money into their Penn State Student Account.
- ❖ All decisions by the judges are final!