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Crossman gives first-hand real estate experience to students

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Veteran commercial real estate broker John Crossman of Orlando knows what it takes to be a top broker, handling multimillion-dollar deals.

And as president of the Central Florida Commercial Association of Realtors, Crossman is in a position to pass on his insight to a future generation of commercial brokers in the area. He said today that he recently spent time with students from the University of Florida's Masters of Science in Real Estate program, to give them a feel for the real world of brokering sales of offices, shopping centers and other non-residential properties for a living .

The goal, he said, was to provide a first-hand experience of being a commercial real estate broker, and he led a discussion with the students during a tour about how he would handle the various opportunities for commercial real estate.

Daryl Carter, of Maury L. Carter & Associates in Orlando, sponsored the event and played the role of the client during the tour. Keith Schantz, with The TJX Cos., gave a Gainesville overview and provided a tenant's perspective.

Rod Castan of The Courtelis Co. and Scott Renick of Crossman & Co., John Crossman's firm, provided project-leasing insight. Jamie Pape of Crossman & Co., headquartered in downtown Orlando, provided marketing insight.

"Assisting in education is a top priority for CFCAR," Crossman said. "This was an excellent opportunity for these students, who will soon transition into a career in commercial real estate, to spend time with industry experts and to get a glimpse into a day as a commercial broker."

Recently, CFCAR announced free membership for all professors of Florida colleges and universities and a reduced membership of \$25 for students. The University of Florida's Dr. Wayne Archer and Dr. David Ling, of the Master of Science in Real Estate program, and Betsy Trobaugh, director of the Center for Retailing, Education & Research program, took advantage of the free membership.

The Central Florida Commercial Association of Realtors provides opportunities to network and market listings, search properties or collaborate with other commercial practitioners regionally. The non-profit trade association currently serves 10 counties: Alachua, Brevard, Flagler, Lake, Marion, Orange, Osceola, Seminole, Sumter and Volusia Counties.

For more information on CFCAR, see www.CFCAR.net.

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