

A College Decision with a Huge Return

The Collegiate Entrepreneur Payoff

By: Chris McMahon

A collegiate experience is much more than trips to the library, attending class, and passing exams. In my opinion, a collegiate experience can play a large role in your future as a business professional. Becoming involved with a professional extra-curricular activity is important to an individual's experience in college. My professional extra-curricular activity, running a small business, added significant value to my resume and my story as I interviewed with potential employers after college. Collegiate Entrepreneurs Inc. gave me the opportunity to run my own small business. That experience has aided me in defining myself and has helped me to accomplish the next step in my career path.

CE saved me the valuable time which is normally spent by college graduates determining the beginning of their career path. The situations I encountered while running my own small business allowed me to grow in a way that was beyond the typical classroom based college experience. I learned a lot about myself. I am in the position that I am in today because I worked hard, and I worked smart. When you complete a four year CE journey, it becomes easy to sell that experience to potential employers by showing them that you have defined your skills as a professional.

I began my career as a CE Branch Manager when I was a freshman at the University of New Hampshire. I was studying Business Management and I was approached by someone who had run a CE branch the year before. With the support of that individual, my friends, and my family I decided to sign up as a Branch Manager. My first summer, I grossed \$75K in production. Sophomore year, as a Veteran Branch Manager I grossed \$115K. Junior year, as a Senior Branch Manager I almost doubled my gross income with production of \$208K. Senior year, I returned to gross \$230K while working with a team of Senior Managers who combined, grossed over \$600K in production.

Throughout college I developed many skills which helped me to get hired into the position I have today. I used my CE experience to prove my eligibility for a position that normally would not be available to someone my age. It became important for me to point out to potential employers that I have already tested my ability to handle the difficulties and challenges of being an independent contractor.

I am currently working for a Global Commercial Real Estate firm called NAI which has over 375 offices in 55 countries. The local office that I work for is NAI Norwood Group. Each day, I work with experienced brokers, prominent developers and property owners throughout New Hampshire, New England, and the World. I am most likely the youngest person in the Commercial Real Estate Industry in NH. I bring significant value to the team that I work with because I bring enthusiasm and experience into every project we work on. I can contribute this position to my successes with CE.

CE allowed me to gain valuable experience, meet great people, build my network and create a name for myself. The experience also built confidence and most of all I met colleagues through CE that have become friends whom I will stay in contact with in the future. If you ever have any questions, or you need advice on CE, please feel free to send me an e-mail.

Thanks and good luck,

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