



Inquisitive & Tenacious, **Personable** & Real

Resume and Interview Counseling Service

In response to the economic crisis, Terra Search has expanded its services beyond the traditional boundaries of retained executive search. Our practice has always been focused on the human capital side of the real estate business and our approach has always been broader than just the placement of talent. Today, with the rapid changes in the industry, Terra Search has developed a menu of services to assist real estate organizations and real estate professionals in this period of uncertainty. We offer **Resume and Interview Counseling Service** to industry professionals in transition.

Downsizing and closures have affected millions in today's economic climate, including many of the "best and the brightest" talents in the real estate industry. Professionals seeking re-employment are facing a job market unlike any they (or we) have seen before.

To make the strongest case to employers, recruiters or business partners, a first-rate presentation of skills and experience is essential. Over the years, we have seen many thousands of resumes, most of which lack a concise, strategic and compelling representation of credentials. We can help clients tailor their resumes to highlight the information that employers and recruiters in the real estate space are looking for, including for both permanent and interim positions.

For a nominal fee, a Terra Search principal will conduct a brief interview and walk through your resume with you in detail. We will:

- Help you craft a compelling representation of your experience, accomplishments and skills;
- Identify the critical information that must be included on a resume, and delete "filler" that should be omitted;
- Identify potential "red flags" that may concern a prospective employer about your background, and help you develop strategies to address those concerns;
- Provide advice on interviews given your background in the industry;
- Deliver a professional, persuasive, attractively-formatted resume, using content developed with you during our conversation;
- If applicable, assist you in assembling a "deal sheet" listing transactions, development projects, value you have added to assets and/or portfolios you have worked on throughout your career;
- Remain available for advice as you continue your job search.

At Terra Search Partners, we merge industry experience with new perspectives to solve today's workplace challenges. Contact us directly or visit our website to learn more about the services we offer.

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"This downturn is unlike anything that anyone in the real estate industry has ever experienced. As new entities are formed and existing firms re-emerge from the downturn, both will seek to identify and secure the best available talent. Terra Search can help both employers and professionals find their way through this transition."