



MICHIGAN REALTORS®

---

MARST SAMPLE LETTER:

June 12, 2017

Michigan REALTORS®  
Scholarship Trust Committee

To Whom It May Concern:

I had the privilege of interviewing John Smith on June 3, 2017, to discuss his future in real estate. While his knowledge in the field is still growing, he shows the enthusiasm and dedication needed to succeed. He communicates well and shows great potential.

Not only is he passionate about real estate, he is also considerate of his community. John is a part of several charity organizations and spends his time giving back to his local community. This shows John has the characteristics to help build his community and state.

John Smith will be a great addition to the REALTOR® membership. Please consider John for your scholarship award.

If you have any questions about John, please do not hesitate to contact me. I would be more than happy to discuss our meeting in further detail.

Jane Jones  
REALTOR®  
Jane Jones Realty



MICHIGAN REALTORS®

---

## MARST SAMPLE TRANSCRIPT:

Interview: June 3, 2017 with REALTOR® Jane Jones

REALTOR®: Hello, nice to meet you. Tell me about yourself?

Applicant: I am a student at...

REALTOR®: What are you currently studying in school?

Applicant: Well, I am studying finance.

REALTOR®: How would you connect your education to the real estate industry?

Applicant: I think that finance is something very important to the real estate industry. I recently took a class on Hospitality Business Real Estate Development, which showed me the connection between...

REALTOR®: What are your short term goals over the next 2 – 4 years?

Applicant: I would like to graduate and then start working as a REALTOR®. I eventually would like to....

REALTOR®: What have you done to get involved in/give back to your community?

Applicant: I currently volunteer every Thursday and Saturday at the local food bank. I also...

REALTOR®: How do you think that will help you working in the real estate industry?

Applicant: I am giving back to my local community, but the volunteer work also makes me aware of the environment that I will be working in.

REALTOR®: Great, thank you. It was nice to meet you.

Applicant: Thank you for taking the time to speak with me.

REALTOR®: Yes, good luck with your application.