

*Scholarship and Internship
Give Culverhouse
Graduate Invaluable
Hands-on Experience'*

Scott McKenzie graduated from the Culverhouse College of Commerce in May 2009 with a double major in finance and economics. This fall, he is pursuing a JD-MBA at The University of Alabama with a focus on real estate

law and strategy.

This past summer, McKenzie had an internship with The Sanders Trust in Birmingham, a privately held real estate investment trust that specializes in health care real estate, specifically on-campus, Class-A medical office buildings.

McKenzie met Rance M. Sanders, the president and CEO of The Sanders Trust when he applied for The Sanders Scholarship at UA two years ago. He has been one of the recipients of the scholarship for the past two years.

"Beyond the monetary award, I gained a great mentor in Mr. Sanders," McKenzie said. "We have stayed in contact over the past two years, and my internship allowed me to truly benefit from his guidance. My goal is to one day own my own real estate investment firm similar to The Sanders Trust, so the opportunity to intern with Mr. Sanders was incredible."

While working at The Sanders Trust, McKenzie worked with each department, including business development, acquisitions,

property management, accounting, marketing, and leasing and asset management.

"During my time in the different departments, I was able to see the inner workings of a very successful real estate investment company," McKenzie said.

McKenzie got a look at business development through a trip with J. Bruce Bright, director of business development, and Bart Starr, vice chairman, to Mobile, Ala., and Panama City, Fla., to visit with two hospital systems to explain The Sanders Trust and discuss potential deals.

He also analyzed past acquisitions by The Sanders Trust as well as some opportunities the firm passed on. "I worked with David Baylot (senior vice president) and Rance Sanders to discuss strategies used."

McKenzie helped The Sanders Trust go paperless by converting old paper files to PDFs, and he worked with the marketing team to update The Sanders Trust Web site. "We added 20 pages of pictures and

descriptions to the portfolio section of the Web site," McKenzie said. "Beyond the knowledge gained through working with each department at The Sanders Trust, I also had the privilege to spend a few days working with Mike Brandt. Mr. Brandt provides the company independent legal counsel regarding corporate and real estate matters and is a senior partner in the firm of Wallace, Jordan, Ratliff and Brandt, LLC," McKenzie said.

"Mr. Brandt, along with numerous other attorneys at his firm, provided me with advice and tips to be successful in law school. My internship at The Sanders Trust was a great way to spend my summer before law school, and I feel it provided me invaluable hands-on experience." ■



SCOTT MCKENZIE, LEFT, CONFERS WITH RANCE SANDERS, PRESIDENT AND CEO OF THE SANDERS TRUST.