Proposal Deadline: COB Tuesday, September 30

Submit proposals via email to:
Carrie Martin, ULI Manager at Carrie.Martin@ULI.org. Call 602.449.7916 for questions.

We are soliciting presenter proposals for a once in a lifetime opportunity for savvy real estate entrepreneurs to showcase and pitch their projects at ULI Arizona’s Second Annual Shark Tank. If chosen, the presenter will gain exposure to over 200 industry professionals, including a wide array of lenders, private investors, developers, architects, and others, who could provide both capital and expertise to help bring their project to fruition. Candidates will be chosen based on their real-world experience with real estate development, an active and interesting deal to discuss, the ability to make a concise and captivating presentation and a healthy sense of humor. Shark Tank will educate, inform and entertain an audience including top ULI leaders.

Benefits to Presenter
The event will offer presenters:
- Constructive feedback from actual real estate icons
- A thorough vetting of all high-level project plans, assumptions, etc.
- Presentation experience and practice pitching your deal
- Immediate access to the knowledgable ULI network of industry leaders
- Exposure to potential capital investors in the audience

Presenter Expectations, Event Description and Format
Once the project presenters are selected and notified, they will be expected to participate in 2 - 3 planning conference calls with ULI staff and the Shark Tank moderator. The event will take place on November 5, 3:30 pm - 6:30 pm at the Phoenician Resort, Scottsdale.

The event is comprised of two vignettes, one for each presenter. Each vignette consists of:
- A 10 - 15 minute PowerPoint presentation to the Shark’s with enough meat for the Sharks to sink their teeth into.
  Some important components include:
  - Firm’s track record
  - Specific funding request
  - Project summary
  - Market context
  - Presenter background and experience
  - Project economics and returns
- A 10 - 15 minute moderated discussion with Sharks and the audience.

Proposal Requirements
- Cover letter expressing interest in participating in Shark Tank
- Biography and CV of the proposed presenter
- Summary-level outline of the investment request and project description, maps, etc.
- All proposals must be emailed to Carrie.Martin@uli.org by COB Tuesday, September 30