

**CLIENT PROFILE: YOUNG REAL ESTATE EXECUTIVE SEEKING TO EXPAND THE FAMILY BUSINESS**

**ACADEMICS**

College: Ivy League school  
GPA: 3.4 to 3.5  
Major: Mechanical Engineering  
Other Activities: Led membership intake for college fraternity and various community service projects through his college fraternity  
GMAT: 740 – 770

**PERSONAL/OTHER**

Hometown: Latin American country  
Hobbies: Soccer, volunteering, running marathons  
UNIQUE PERSONAL EXPERIENCES: Built schools via service on community investment group, directed his company's contribution to annual cancer drive  
Community Service: Directed company charity efforts  
Recommenders: Client, prior manager, and city official

**WORK EXPERIENCE**

Industries: Finance, hotel management, digital company entrepreneurship  
Years of Work Experience: 5  
Functional Experience: Management of major hotel project in Latin American country, planning/operations for hotel, financial analyst  
Analytical Experience: Heavy analytical experience  
Management Experience: Extensive management – people and projects

**GOALS**

Stretch MBA Programs: Harvard, Wharton, MIT  
Short-term goal: Build family business managing companies in Latin America  
Long-term goal: Build additional companies and eventually engage in full-time public service

**CHALLENGES**

- English was not primary language, verbal communication was stronger than writing skills
- Varied background presented confusion on which items to focus within the application
- Varied project management history could be interpreted as lacking career focus
- Running family business and reason for MBA pursuit was unclear

**PRIMARY ADMIT ADVANTAGES**

- Conducted extensive career analysis with client to help client uncover desired career path
- Organized and selected the client's most relevant background items that tied directly to future career goals
- Engaged in extensive essay structuring to allow candidate to express himself clearly in his own voice before commencing rigorous essay editing
- Selectively leveraged the client's personnel management and experience across various cultures to indicate his ability to interact in multi-cultural MBA program

**RESULT: WHARTON, HARVARD, AND MIT ACCEPTANCES!**