



INSTRUCTIONS FOR THOSE PREPARING LETTERS OF RECOMMENDATION

Thank you for agreeing to write a letter of recommendation for an applicant to the **Master of Science in Real Estate Development (MSRED)** program at the Massachusetts Institute of Technology. Admission to this program is highly competitive, and the curriculum rigorous and demanding. The program integrates training in real estate finance, economics, law, management, construction, and design. We seek candidates of superior intellect, achievement, and motivation. In our experience, our best students are those who possess keen minds, a savvy understanding of how to get things done, and a healthy appetite for hard work.

In preparing your letter, please indicate how long and in what capacity you have known the applicant. **We are especially interested in your candid appraisal of the applicant's intellectual capabilities, personality, character, management ability, and professional promise.** Please feel free to share with us any anecdotes that you believe best illustrate the applicant's strengths or weaknesses. This helps our Admissions Committee get a better understanding of the applicant's abilities.

We recognize that to write a good letter can be a difficult task, and we appreciate your time and efforts. Feel free to use either the MIT forms or your own letterhead. Please enclose your letter in an envelope, and place your signature over the seal.

Thank you again for your efforts on behalf of this applicant.

The MSRED Admissions Committee