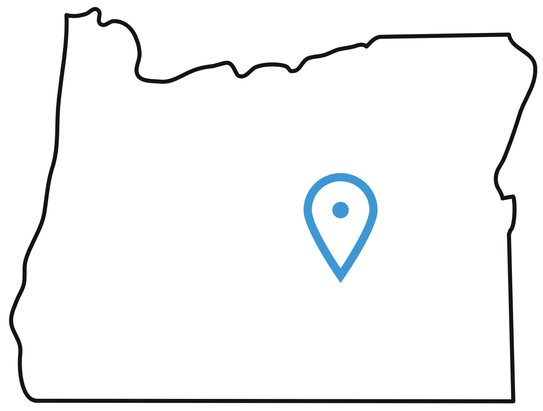
CAREER JOURNEYS

Lesson 25

Jake Blackburn

Real Estate Agent



Burns, OR

About Jake

Jake Blackburn is a broker at his family's real estate business in Burns, Oregon, where he works hard helping clients find their dream property, whether it's commercial or recreational.

Born and raised in Burns, Blackburn has strong ties to his rural community. Initially starting college in Western Oregon University, he found it wasn't the right fit and transferred back to Eastern Oregon and began working for the family business: Jett Blackburn Real Estate.

From advertising and putting up listings to hosting house showings, Blackburn loves working in a tight-knit community and helping clients find their dream homes.

Objectives

Students will:

- Learn about potential career paths in real estate.
- Understand skills and requirements for being a real estate agent.
- Learn some of the challenges and benefits of working as a real estate agent.

CAREER JOURNEYS

Lesson 25

Resources

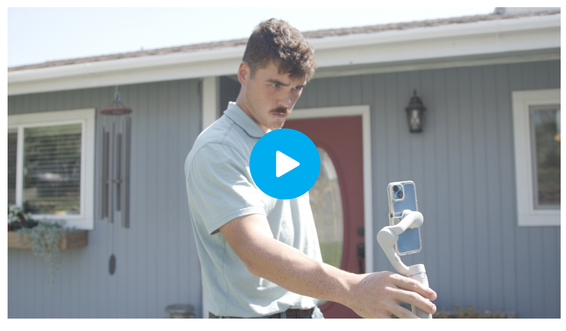
1. **Career Journeys Video: Jake Blackburn – Real estate agent (time)**

2. **Career Journeys Video: Q&A with Jake Blackburn (time)**

3. Career Journey Lesson Plan Guidebook

Teacher Prep

Preview the 2 videos listed in the resources section at left.



Instructor's Note

The videos can be screened for groups of students or assigned individually for self-guided study.

Instructors should be prepared to have a conversation about supporting and affirming students with immigration status. This may include explaining aspects of historical and current discrimination and biases, including cultural, systemic, institutional, and interpersonal factors. Instructors should also make sure to facilitate a strengths-based conversation, centering on the resilience and contributions of those who have immigrated to the United States. They should be prepared to interrupt harmful comments that may be discriminatory, including stereotypes, and/or derogatory slang. Instructors are encouraged to have some familiarity with terms, definitions, research, and review of Civil Rights law and immigration laws to provide age-appropriate concepts for students on various services and employment experiences.

Lesson Plan

WARM-UP

Share the following:

Jake Blackburn is a broker at his family's real estate business in Burns, Oregon, where he works hard helping clients find their dream property, whether it's commercial or recreational.

To focus student engagement, provide the following grounding questions prior to viewing the Profile Video:

- What comes to mind when you think of real estate?
- When you think of being a real estate agent, what comes to mind?
- Why might someone choose to work as a real estate agent?

Provide students with the Profile Video (linked above) for synchronous or asynchronous viewing.

After viewing the Profile Video, ask students to engage in a brief dialogue, quick write, or table talk on the grounding questions provided.

CAREER JOURNEYS

Lesson 25

INSTRUCTION

Provide students with the following discussion questions prior to viewing the Q&A Video:

- What are some of Blackburn's job responsibilities?
- What does he do on a day-to-day basis?
- What questions do you still have about his job?
- What are some skills you think would be useful in his job?
- What comes to mind when you think of real estate?
- How might Blackburn's age influence his role as a real estate agent?
- What might it be like to serve a community like Burns as a real estate agent?

Provide students with the Q&A Video for synchronous or asynchronous viewing.

After viewing the Q&A Video, ask students to engage in a dialogue based upon the discussion questions as a class, group or partner.

Ask students to complete a Quick/Extended Write and/or Individual/Group Research project.

Quick/Extended Write

- Students can evaluate, analyze, or apply their understanding by completing a quick write-up based upon a topic from the above discussion items.
- Ask students to write a journalistic 250-350 word profile story that would introduce Blackburn and describe his career path to readers.

  Here's a **useful link** you can use to help students craft their profiles.

Individual/Group Research

- Students can choose this career path or related field and complete research to determine necessary education, work experience, day in the life, core tasks, job availability, and salary range. Information can be shared back to the instructor or with other learners.
- What career terminology related to this video subject do individuals or groups need to further investigate to deepen their knowledge and understanding of this occupation?

EXTENDED LEARNING ACTIVITES

Provide students with Extended Learning Activities for deeper engagement through the following ways:

- Small group discussion
- Socratic Seminar
- Word Walls
- Gallery Walk
- Career path and/or career vision poster
- Resumes: what are they, how to build them
- How to fill out a job application
- Mock Interviews

REFLECTION OF LEARNING

Students should be able to reflect upon, and:

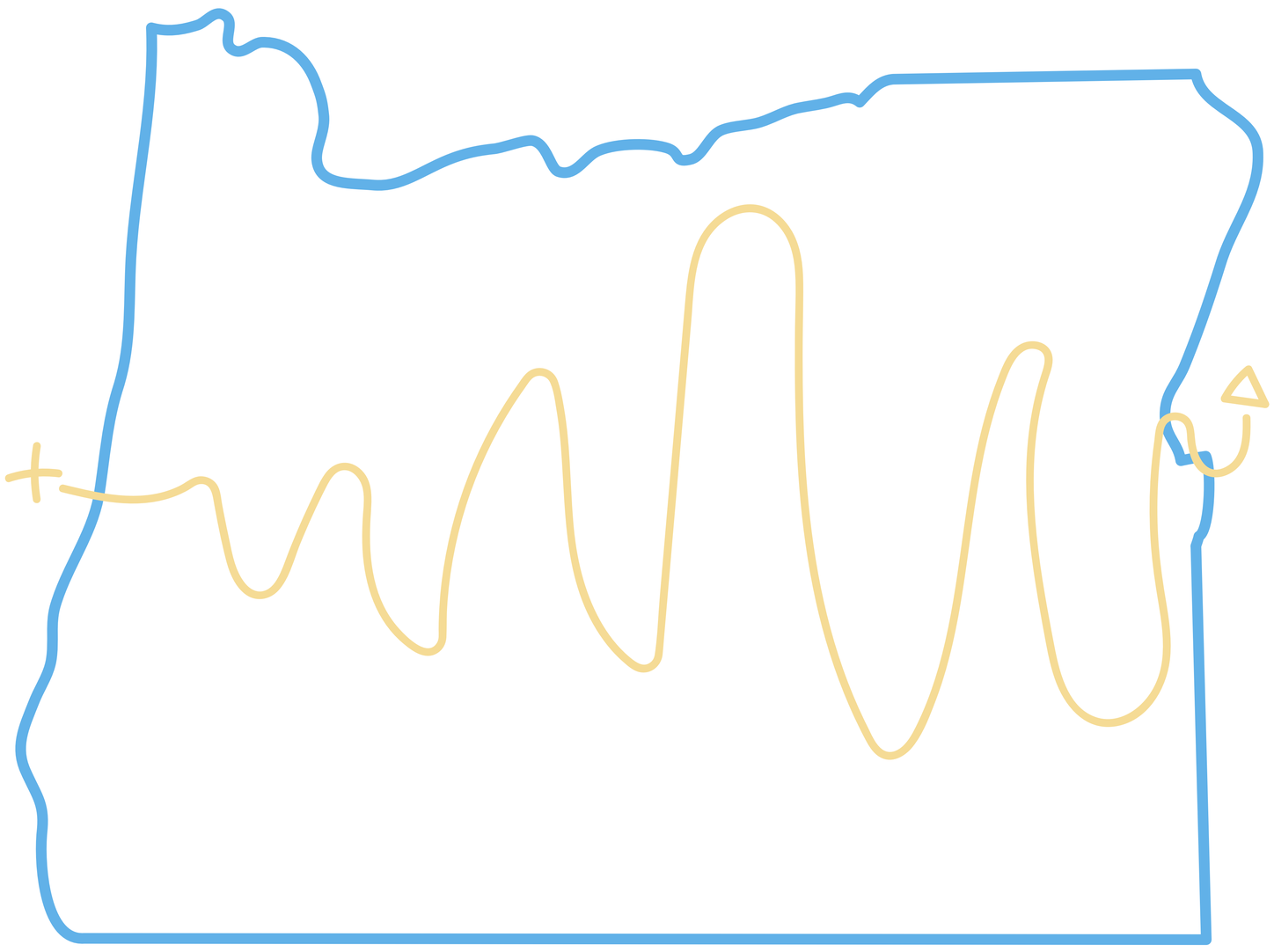
- Identify the skills needed to work as a real estate agent. This includes academic, technical and essential employability skills that students can learn about, explore, and develop in their middle school and high school environments.

- Identify and describe careers that are related to or share similarities to the career in this video.

- Categorize this career into the CTE Career Clusters and determine the academic courses, experiences, and opportunities that are available to them at their school and region.

- Envision themselves in this career area and consider if they would have the desire to pursue opportunities to further explore and prepare for this occupation.

Thank you for following us on this journey!



Share with us!

Join **Oregon Open Learning** and become a member of the **Oregon Career Awareness and Exploration Group**!

Share your unique lesson plans and units developed around the Career Journeys Video Series with educators, counselors, mentors and families around the state.

A collaboration between the Journalistic Learning Initiative, the Oregon Department of Education and the University of Oregon School of Journalism and Communication

OREGON DEPARTMENT OF EDUCATION
Oregon achieves . . . together!

UNIVERSITY OF OREGON
School of Journalism and Communication