

# Houston Internship Program

**TTU** College of Architecture

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## LECTURE SERIES I

### “How to Market to a Client”

WEEK 2

WEDNESDAY, MAY 25

6:15 PM

JAY TATUM, V.P.—HOK, INC.

Offices of HOK, Inc.—2800 Post Oak Blvd  
33rd Floor

Jay Tatum, AIA graduated from Texas Tech University in 1988 and joined the firm of CRSS in Houston. In 1995, he joined HOK, Inc. through an acquisition of CRSS' architectural practice.

Mr. Tatum started as a designer and later moved into construction document production to fulfill IDP requirements. He received his registration in 1992. Later, he moved to the programming & real estate strategy team side. In 1994, Mr. Tatum began to manage projects for the firm. Over the years, Jay Tatum has managed many types of clients with a focus on high-tech and laboratory facilities.

In 2003, he began working as the Director of Architecture for HOK Houston which involves office operational activities such as staffing teams, reviewing project approaches, contracts, etc...