

Development

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NAIOP Launches Developing Leaders Program

As a commitment to strengthen and grow its membership among young and new professionals in the commercial real estate industry, NAIOP launched a membership initiative in September 2007 for real estate professionals age 35 and under. The goal of the new program, "Developing Leaders," is to involve these real estate professionals with NAIOP in the early stages of their career, benefiting them with professional development and career connections and helping NAIOP identify and prepare leaders of the future.

"The name 'Developing Leaders' really exemplifies who these members are," said **Marc Selvitelli**, CAE, vice president for membership and chapter relations. "These are the leaders who will carry our industry – and most importantly, our association – into the future, and we knew that it was imperative to connect them now with NAIOP and one another."

At the center of the campaign is the Developing Leaders Web site, which can be found online at www.naiop.org/dl. This innovative site is a collection of all-things relevant to Developing Leaders members, and has been designed with two-way communication tools to keep these members engaged and coming back, to learn from others and share their own tips and knowledge. The site comprises three sections – **Hot Topics, Community Connection and Chapter Toolkit**. Among some of the more exclusive resources on the site are:

- a message board for up-and-coming professionals to share information and ask questions;
- member profiles to help Developing Leaders connect faces with names; and
- a monthly DL Intel survey, a collection of questions on career, development trends, life vs. work balance and more.

"In the future, we plan to host 'online chats' with some of our industry's top leaders," said Selvitelli. Our Developing Leaders members will be able to logon and ask questions of today's industry icons, allowing them to learn from our chat leader's tremendous career experiences and adding even more benefit to their membership." The online Chapter Toolkit provides chapters with

resources, tips and ideas on planning Developing Leaders events, attracting sponsorships, partners and more. On the chapter level, nearly half of NAIOP chapters hosted a specific meeting or event dedicated to their Developing Leader members in September and October, helping kick-off the campaign and promote NAIOP membership locally.

A Developing Leaders Advisory Group – bringing together volunteers and leading Developing Leaders from across NAIOP's chapter network – has been established to provide feedback and help guide efforts within the chapters.

So far, feedback has been positive. "The Developing Leaders Web site is very informative and looks great. That's a hard combination to find," said **Brian McNally**, development associate with Realty Capital Corporation and founding member of the Developing Leaders group in the North Texas chapter. "Some Web sites look great, but have no real content. Others are bland, but have a ton of information. The Developing Leaders site combines a fresh look with helpful information and is easy to use." McNally plans on using the information presented in the Chapter Toolkit to further publicize the North Texas Chapter's Developing Leaders group. "We'll be implementing some of the ideas on the Web site to get more young associates involved," he said.

15 Young Professionals Honored as 2007 NAIOP Developing Leaders

NAIOP selected 15 young professionals in the commercial real estate industry as winners of the second annual Developing Leaders award (formerly Emerging Leaders award). The honorees were chosen by a selection committee composed of NAIOP members and industry leaders. The winners were recognized at development '07, NAIOP's annual meeting for commercial real estate in Atlanta in mid-October.

NAIOP established the award, sponsored by its Diversity Task Force, in 2006 to recognize young professionals who have distinguished themselves within their profession and who show great promise to become influential leaders in the commercial real estate industry. NAIOP members age 35 and under were encouraged to apply for the award and were evaluated on the following criteria: leadership, professional competency, career goals, education, NAIOP participation and community involvement.

NAIOP President Thomas J. Bisacquino spoke of the importance of the Developing Leaders award, stating, "The Developing Leaders program recognizes the vital roles that our industry's developing leaders play in commercial real estate today and encourages diversity and professional growth among these outstanding professionals who will lead commercial real estate into the future."

The recipients of the 2007 Developing Leaders Award are:

Ben Applebaum

Welsh Companies LLC
Minneapolis, Minn.
Minnesota Chapter

Brian Carcaterra

Newmark & Company
Greenwich, Conn.
NYC/Westchester City/Fairfield City Chapter

Algenon L. Cash

Wharton Gladden & Co., LLC
Greensboro, N.C.
Piedmont Triad Chapter

Steve W. Colgate

Kobra Properties
Roseville, Calif.
Sacramento Valley Chapter

Kevin Hollins

Hollins Partners LLC
Pikesville, Md.
Maryland Chapter

Paul Julian

Maguire Properties, Inc.
West Hollywood, Calif.
Southern California Chapter

Ryel Kestenbaum

Focus Property Group, LLC
Denver, Colo.
Colorado Chapter

Suzette LaGrange

Colliers International, Inc.
Las Vegas, Nev.
Southern Nevada Chapter

Anna Lee Lewison

Opus Northwest, LLC
Bellevue, Wash.
Washington State Chapter

Scott Marcus

RSM Development & Management
Bloomfield Hills, Mich.
Michigan Chapter

Thomas McDaniel

Boyle Investment Company

Franklin, Tenn.
Nashville Chapter

Olivia Millar

Studley
Washington, D.C.
Maryland/D.C. Chapter

Kyle Nagy

CommCap Advisors
Las Vegas, Nev.
Southern Nevada Chapter

Frank Pinto

Forrester Construction Company
Rockville, Md.
Northern Virginia and Maryland/D.C. Chapters

Marco Vartanian

Buchanan Street Partners
Newport Beach, Calif.
Southern California Chapter

By Elizabeth Lowman, marketing manager, NAIOP.

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