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Seventh Annual Pinnacle Awards honor top commercial brokers

The Memphis Area Association of REALTORS® (MAAR) Commercial Council will honor the 2007 top commercial real estate brokers in Memphis at the Seventh Annual Pinnacle Awards on Thursday, April 10, at the University of Memphis Holiday Inn, 3700 Central Ave.

The Commercial Council will present Pinnacle Awards to the 25 highest-producing commercial brokers in Memphis based on sales and leasing activities last year. Commercial Council members submitted applications and the results were determined by accounting firm Dixon Hughes. In addition to the Pinnacle Award winners listed in this special section, the Commercial Council will announce several other winners at the ceremony.

Broker of the Year awards will be given to the top producers in seven categories: office sales, office leasing, industrial sales, industrial leasing, retail, multifamily and land. The most prestigious awards of the evening—for the Commercial Broker of the Year and the Commercial Hall of Fame—have been determined by a committee of commercial brokers, including past winners. In addition, the ceremony will honor the Newcomer of the Year, the highest producing commercial broker with no more than two years of experience.

The Commercial Council will also present the Legacy Award, which is given posthumously to a commercial practitioner who was a pioneer in building the local commercial real estate industry and whose career accomplishments made a significant impact. This year's recipient is Robert G. Snowden, who helped transform Memphis industrial real estate and whose vision helped develop the city into "America's Distribution Center."

In 2002 a group of MAAR members created the Pinnacle Awards

as a way to honor industry leaders and encourage involvement in the Association. In 2003, MAAR established the Commercial Council, the first local organization specifically for Memphis-area commercial real estate professionals. The Pinnacle Awards program is one of many benefits the MAAR Commercial Council provides to support its members and encourage networking among commercial practitioners.

"Last year was another outstanding year for Memphis commercial real estate as evidenced by this group of Pinnacle Award recipients," said Steve Guinn, MAAR Commercial Council president. "We are proud to celebrate these outstanding brokers and honor the performance, cooperation and camaraderie that have taken them to the pinnacle of success."

The Pinnacle Awards gala begins with a cocktail reception at 5:30 p.m. followed by the awards ceremony at 7 p.m. WMC-TV News Anchor Joe Birch will be the master of ceremonies and music will be provided by the Swingtime Explosion Big Band. Tickets for the event cost \$75 per person and a 10-person table can be purchased for \$750. Reservations can be made by downloading the form at www.maar.org/commercial, or by contacting Melanie Blakeney at melanie.blakeney@maar.org or (901) 818-2428.

Corporate sponsors for the Seventh Annual Pinnacle Awards are MAAR Commercial Council; Clark & Clark; The Crump Firm, Inc.; Dixon Hughes; Glankler Brown; Grubb and Ellis; Memphis Business Journal; Montgomery Martin Contractors; and Regions Bank.

The Memphis Area Association of REALTORS® is the Mid-South's largest real estate trade association with 5,000 members working in all facets of the real estate industry.

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We applaud Brad Kornegay, recognized as one of the **highest commercial real estate producers** in the market.

Behind each of our successful agents is a whole host of clients who have put their trust in us to provide innovative solutions to their commercial real estate needs. Thank you for making us the top industrial real estate firm in the market.



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For more information about the MAAR Commercial Council, visit www.maarcommercial.com.

Memphis' top 25 commercial brokers for 2007

Wyatt Aiken Commercial Advisors

Position: Senior Vice President

Age: 47

Education: B.A. and M.B.A., Tulane University

Family: Wife, Tricia; children James, Rachel, and Philip

Years in commercial real estate: 24

I knew commercial real estate was the career for me when... I interviewed with Al Andrews for a job at Trammell Crow Co.

One piece of advice for someone aspiring to a commercial real estate career: Don't give up.

Proudest moment: When Tricia said "yes"

Favorite restaurant: Erling Jensen

Last book you read: *Playing for Pizza* by John Grisham

The one thing out-of-town guests must see or experience before leaving Memphis: The National Civil Rights Museum

What's in your CD player or in heavy rotation on your iPod? Best of the Doobie Brothers



birth of my three children and the joy it's been watching them grow.

Favorite restaurant: Las Tortugas Deli Mexicana; you haven't lived until you've had a Mexican sweet tea.

Last book you read: *Zen Golf: Mastering the Mental Game* by Joseph Parent; unfortunately it hasn't really translated yet.

The one thing out-of-town guests must see or experience before leaving Memphis: Is there any question? Tommy Bronson Sporting Goods!

What's in your CD player or in heavy rotation on your iPod? KISS – the makeup era of course.

Chris Brown CB Richard Ellis

Position: Vice President

Age: 38

Education: B.A., University of Tennessee-Knoxville

Family: Wife, Fontaine; children Thaxton and Noland

Years in commercial real estate: 8

I knew commercial real estate was the career for me when... Having that first cold call turn into a real deal is quite a hook.

One piece of advice for someone aspiring to a commercial real estate career: Talk to everyone in the business you can, find a mentor, and work your tail off for him/her.

Proudest moment:

Discovering that both my kids are smarter than me. Also my most humbling moment.

Favorite restaurant: Felicia Suzanne's at Brinkley Plaza. Brinkley Plaza also features fantastic office space at very competitive rates.

Last book you read: *Freakonomics* by Steven Levitt and Stephen Dubner



Thomas "Frazier" Baker V In-Rel Management

Position: Director of Leasing

Age: 27

Education: B.A., Centre College

Family: Single

Years in commercial real estate: 5

I knew commercial real estate was the career for me when...

I realized no one works on Fridays.

One piece of advice for someone aspiring to a commercial real estate career: Try and work for Trammell Crow Co. at some point in your career.

Proudest moment: Receiving Newcomer of the Year award

Favorite restaurant: The Inn at Hunt Phelan

Last book you read: *Kitchen Confidential* by Anthony Bourdain

The one thing out-of-town guests must see or experience before leaving Memphis: Tigers game at FedExForum

What's in your CD player or in heavy rotation on your iPod? Fleetwood Mac's Greatest Hits



We close a lease every 3 minutes
in markets around the world
and we still make sure every t is crossed.

Tommy Bronson III CB Richard Ellis

Position: Vice President

Age: 35

Education: Mississippi State University

Family: Wife, Erin; children Thomas, Meredith, and Abbey

Years in commercial real estate: 3

I knew commercial real estate was the career for me when... I saw that it was a career that could not only bring financial success, but also one that could be very personally fulfilling.

Everyone I know who is involved in this business truly loves this business.

One piece of advice for someone aspiring to a commercial real estate career: Be prepared to go the extra mile. This is not a "punch the clock" job.

Proudest moment: Without question the



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The one thing out-of-town guests must see or experience before leaving Memphis: Downtown and everything about it.
What's in your CD player or in heavy rotation on your iPod? Children's tunes and the soundtrack from Talladega Nights.

**Richard "Kemp" Conrad
Commercial Advisors and
Commercial Alliance Management**

Position: Senior Vice President Commercial Advisors; President and CEO Commercial Alliance Management
Age: 34

Education: B.A., Rhodes College; M.B.A., Vanderbilt University

Family: Wife, Anne; children Richard Kemp Jr. and Elizabeth (Coco)

Years in commercial real estate: 5-1/2

I knew commercial real estate was the career for me when... I truly

understood the deep and long-term relationships that you get to build in this business, both locally and globally with clients, other brokers, developers, and service providers. It is a truly rewarding profession where one's hard work, creativity, drive, and ability determine the future and your success.

One piece of advice for someone aspiring to a commercial real estate career: Adhere to Kemmons Wilson's rule of working half days – either 12-hour half is fine – and to figure out how to differentiate yourself.

Proudest moment: Kemp's and Coco's arrival into the world.

Favorite restaurant: Either my mom's or mother-in-law's kitchen, except on pot roast night.

Last book you read: *At the River I Stand* by Joan Turner Beifuss



The one thing out-of-town guests must see or experience before leaving Memphis: Downtown, the river, and if at all possible, BBQ fest
What's in your CD player or in heavy rotation on your iPod? U2, Coldplay, The Fray

**Jeb Fields
Commercial Advisors**

Position: Vice President
Age: 34

Education: B.S., Auburn University

Family: Wife, Lisa; daughter, Sara Mae

Years in commercial real estate: 4

I knew commercial real estate was the career for me when... I found

the flexibility, profitability, and competition appealing.

One piece of advice for someone aspiring to a commercial real estate career: Not sure if I have enough experience to be hand-

ling out advice but patience helps.

Proudest moment: My daughter's birth.

Favorite restaurant: Ronnie Grisanti and Sons

Last book you read: *Hungry Mr. Gator* by Julie McLaughlin ... every night.

The one thing out-of-town guests must see or experience before leaving Memphis: The ducks at The Peabody

What's in your CD player or in heavy rotation on your iPod? J.J. Cale



**Pat Gamble
CB Richard Ellis**

Position: Vice President
Age: 38

Education: B.A., Rhodes College

Family: Wife, Anne; children Charlie and Caroline

Years in commercial real estate: 11

I knew commercial real estate was the career for me when...

I realized the great variety of things you can do in commercial real estate.

It touches so many facets of our lives and if you get bored doing one thing,

you can change and do something else in the same field.

One piece of advice for someone aspiring to a commercial real estate career: Work a whole lot harder than you think is required.

Proudest moment: The birth of my children.

Favorite restaurant: Memphis has so many great restaurants that it's hard to pick one but I love Ronnie Grisanti and Sons, Pearl's Oyster House, and the Beauty Shop.

Last book you read: *Pillars of the Earth* by Ken Follett

The one thing out-of-town guests must see or experience before leaving Memphis: The lobby of The Peabody on one extreme and Wild Bill's on the other.

What's in your CD player or in heavy rotation on your iPod? Lately, "The Song Remains the Same"



**Mark Halperin
Boyle Investment Co.**

Position: Executive Vice President
Age: 59

Education: B.S. accounting/real estate, University of Tennessee-Knoxville

Family: Wife, Diane

Years in commercial real estate: 35

I knew commercial real estate was the career for me when... I haven't decided yet.

One piece of advice for someone aspiring to a commercial real estate career: Get up early and stay late.

Proudest moment: Election as president of Temple Israel.

Favorite restaurant: Erling Jensen and Houston's

Last book you read: *The English Assassin* by Daniel Silva

The one thing out-of-town guests must see or experience before leaving Memphis: The Tigers at FedExForum

What's in your CD player or in heavy rotation on your iPod? Sinatra, Buble, and John Legend



**Ron Kastner
CB Richard Ellis**

Position: Senior Vice President
Age: 41

Education: B.A., University of Memphis

Family: Wife, Catherine; daughter, Helen

Years in commercial real estate: 15

I knew commercial real estate was the career for me when... Oak Hall

took away my employee discount.

One piece of advice for someone aspiring to a commercial real estate career: Believe the oldest saying in the book: this business IS all about location first and price second.

Proudest moment: Proudest moment in business was closing three deals in one day and calling Kevin Adams to tell him, only to have him say he once closed four. Very short-lived moment.

Favorite restaurant: Erling Jensen

Last book you read: *The Entitled* by Frank Deford

The one thing out-of-town guests must see or experience before leaving Memphis: Beale Street ... hanging over the second-floor rail watching a band at Rum Boogie.



What's in your CD player or in heavy rotation on your iPod? Jimmie Vaughan

**Brad Kornegay
Colliers Management
Services**

Position: President and CEO
Age: 40

Education: B.S., Delta State University; M.B.A., University of Mississippi

Family: Wife, Betty; children Anna Lauren and Mark

Years in commercial real estate: 16

I knew commercial real estate was the career for me when... After a

year of not having a clue of what I was doing, I was

able to start answering questions for clients without having to say, "I'll get back to you." At this point it became a challenge and I began to have fun.

One piece of advice for someone aspiring to a commercial real estate career: Work hard, learn from those who are already successful, and always be honest. Don't get too excited or too down – you're going to lose more than you win but never quit.

Proudest moment: The birth of my two children.

Favorite restaurant: Cheeburger Cheeburger

Last book you read: *Quiet Strength* by Tony Dungy

The one thing out-of-town guests must see or experience before leaving Memphis: Southern hospitality – it's not something we just talk about, we live it.

What's in your CD player or in heavy rotation on your iPod? An old "sports rock" CD – my kids love to listen to it before their games.



**John H. Lamberson Jr.
CB Richard Ellis**

Position: Executive Vice President
Age: 38

Education: B.B.A., Delta State University; M.S., New York University

Family: Wife, Amy; son, Hardy

Years in commercial real estate: 13

I knew commercial real estate was the career for me when...

I realized no one in any other profession wanted to hire me.

One piece of advice for someone aspiring to a commercial real estate career: There are so many disciplines in commercial real estate – interview, interview, interview and learn where you might best fit in.

Proudest moment: When my wife graduated with her doctorate.

Favorite restaurant: Lots of them – I like to eat.

Last book you read: *Sudden Mischievous* by Robert Parker

The one thing out-of-town guests must see or experience before leaving Memphis: Spend 30 minutes with Frank Quinn ... it will change your life.

What's in your CD player or in heavy rotation on your iPod? John Lee Hooker or The Cult



**Jody McKibben
Investec Realty Services**

Position: Affiliate Broker
Age: 32

Education: B.B.A., University of Memphis

Family: Wife, Ashley; daughter, Ella Kate

Years in commercial real estate: 2

I knew commercial real estate was the career for me when... Real estate site selection and development were the



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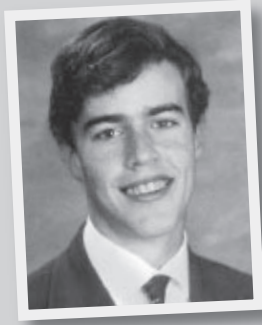


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Boyle Investment Co.



Cary Whitehead '68
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parts of my former job I enjoyed most. I decided after turning 30 it's what I should be doing.
One piece of advice for someone aspiring to a commercial real estate career: Set lofty goals, work toward them daily, and be patient.
Proudest moment: A tie between my wedding day and the birth of my daughter.
Favorite restaurant: Paulette's
Last book you read: *Tao Te Ching* by Lao Tzu
The one thing out-of-town guests must see or experience before leaving Memphis: A Tigers basketball game at FedExForum
What's in your CD player or in heavy rotation on your iPod? "Sleep Between the Static" by Jack Johnson

**Jim Mercer
 CB Richard Ellis**

Position: Executive Vice President
Age: 50
Education: B.A., Vanderbilt University
Family: Wife, Becky; children Elize, Sarah, and Rachel
Years in commercial real estate: 25

I knew commercial real estate was the career for me when... My job as a waiter at Friday's fell through.
One piece of advice for someone aspiring to a commercial real estate career: Do what you love, love what you do, and deliver more than you promise.

Proudest moment: Saying "I Do" and the days my daughters were born.
Favorite restaurant: Tsunami
Last book you read: *The Kite Runner* by Khaled Hosseini
The one thing out-of-town guests must see or experience before leaving Memphis: Downtown entertainment and Midtown/Downtown restaurants



What's in your CD player or in heavy rotation on your iPod? Neil Young, Tom Petty, and anything from the Putumayo World Music label.

**John Mercer
 Highwoods Properties**

Position: Director of Leasing
Age: 50
Education: B.A., Vanderbilt University
Family: Wife, Sally; children Owen and Bennett
Years in commercial real estate: 27

I knew commercial real estate was the career for me when... I sold the Silver Horseshoe Motel on Summer Avenue.
One piece of advice for someone aspiring to a commercial real estate career: Each "no" puts you one step closer to "yes."
Proudest moment: April 28, 1984 – my wedding day.
Favorite restaurant: Bhan Thai
Last book you read: *Treasures of the Transformed Life* by John Ed Mathison
The one thing out-of-town guests must see or experience before leaving Memphis: The National Civil Rights Museum
What's in your CD player or in heavy rotation on your iPod? "After the Music Stops" by Lecrae



**Brad Murchison
 CB Richard Ellis**

Position: Marketing Specialist
Age: 25
Education: B.B.A. in real estate, University of Memphis
Family: Wife, Allyson; expecting our first child in August
Years in commercial real estate: 4
I knew commercial real estate was the career for me when... I learned that every day in commercial real estate is different – there are always new challenges ahead.

One piece of advice for someone aspiring to a commercial real estate career: If you like challenge, this is the career for you.
Proudest moment: Learning that I was going to be a father.
Favorite restaurant: Sekisui Collierville
Last book you read: *Undaunted Courage* by Stephen Ambrose
The one thing out-of-town guests must see or experience before leaving Memphis: Memphis Tigers basketball game – GO TIGERS
What's in your CD player or in heavy rotation on your iPod? "Mud on the Tires" by Brad Paisley



**Blake Pera
 CB Richard Ellis**

Position: Senior Vice President
Age: 35
Education: B.A., University of Tennessee
Family: Wife, Ashley; children John Vincent and Lola
Years in commercial real estate: 13
I knew commercial real estate was the career for me when... I saw that my mentors enjoyed what they were doing while being extremely successful at it at the same time.
One piece of advice for someone aspiring to a commercial real estate career: Be the first one in and the last one out.
Proudest moment: The birth of my children were great moments for me, but I also enjoy watching them grow up – from watching my son learn how to spell his name to seeing my daughter take her first steps.



Favorite restaurant: I enjoy eating at Las Tortugas and Vanelli's Deli as often as possible.
Last book you read: *God's Messenger* currently, although I also read a dinosaur book to my son practically every night.
The one thing out-of-town guests must see or experience before leaving Memphis: Anywhere Downtown, but you can't beat eating some ribs at Rendezvous and the going to a Grizzlies game.
What's in your CD player or in heavy rotation on your iPod? I've been going back to the 80s lately – Van Halen and The Police are played often currently.

**Jason Polley
 StoneCrest Investments**

Position: Managing Leasing Director
Age: 37
Education: B.A., University of Memphis
Family: Wife, Laura; daughter, Haley
Years in commercial real estate: 8-1/2
I knew commercial real estate was the career for me when...

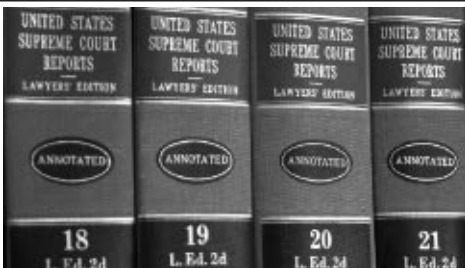
I became part of a very talented group of people at the Weston Companies who had a passion for creating retail developments that continue to have a tangible, positive impact on the quality of life in the Memphis area. I'm so thrilled to continue that tradition with our team at StoneCrest Investments.
One piece of advice for someone aspiring to a commercial real estate career: Pick a sector you like (such as retail) and specialize in it. Work hard and don't be afraid to make mistakes.
Proudest moment: There are two: marrying my wife, Laura, and the birth of our daughter, Haley, who just turned three years old.
Favorite restaurant: Interim



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Last book you read: *11 Days in December: Christmas at the Bulge, 1944* by Stanley Weintraub
The one thing out-of-town guests must see or experience before leaving Memphis: Watching a Memphis Tigers basketball victory at FedExForum followed by ribs at Rendezvous.
What's in your CD player or in heavy rotation on your iPod? B.B. King – Live in Chicago

Frank Quinn CB Richard Ellis

Position: Senior Vice President

Age: 50

Education: B.A., University of Mississippi

Family: Wife, Theresa; daughter, Townes

Years in commercial real estate: 26

I knew commercial real estate was the career for me when... I got laid off in the oil and gas business in Texas.

One piece of advice for someone aspiring to a commercial real estate career: Be prepared to commit to the time necessary to get started.

Proudest moment: My six-year-old daughter's first basketball goal of the season. In fact it was her only goal of the season.

Favorite restaurant: Half Shell

Last book you read: *Life of Tom Horn: Government Scout and Interpreter* by Tom Horn

The one thing out-of-town guests must see or experience before leaving Memphis: A 48 ring, box pressed Quintella from the Tobacco Corner.

What's in your CD player or in heavy rotation on your iPod? Reno and Smiley's greatest hits including "Love Please Come Home"



Patrick B. Reilly Jr. CB Richard Ellis

Position: Vice President

Age: 32

Education: B.S., University of Tennessee

Family: Wife, Chrissie; first child due in August

Years in commercial real estate: 9

I knew commercial real estate was the career for me when... the commission checks began covering the bills.

One piece of advice for someone aspiring to a commercial real estate career: Be patient and learn something new every day.

Proudest moment: Due to occur in early August.

Favorite restaurant: Bhan Thai

Last book you read: *The Complete Book of Baby Names*

The one thing out-of-town guests must see or experience before leaving Memphis: The Mississippi River and hopefully in the near future, Shelby Farms.

What's in your CD player or in heavy rotation on your iPod? Pearl Jam



Ron Riley In-Rel Management

Position: Asset Manager

Age: 35

Education: B.S., University of Memphis

Family: Wife, Kelly; children Sydney and Bailey

Years in commercial real estate: 10

I knew commercial real estate was the career for me when... I met my wife who was with Weston and I had the opportunity to meet with the brokers that worked with her. I knew at that time that commercial real estate was a good career path.

One piece of advice for someone aspiring to a commercial real estate career: Memphis is a tight-knit market and the commercial real estate industry is tough to break into. Networking is the key to being able to break into the business.

Proudest moment: The birth of my children.

Favorite restaurant: Pasta Italia

Last book you read: *Losing My Virginity* by Richard Branson

The one thing out-of-town guests must see or experience before leaving Memphis: Gus's Fried Chicken

What's in your CD player or in heavy rotation on your iPod? An eclectic mix



John Waddell Crye-Leike Property Management

Position: Affiliate Broker

Age: 59

Education: Freed-Hardeman University

Family: Wife, Nancy; children Jeff and Amy

Years in commercial real estate: 5

I knew commercial real estate was the career for me when... I interviewed with my Broker Tony Fletcher.

One piece of advice for someone aspiring to a commercial real estate career: Be accessible and return missed calls promptly.

Proudest moment: Waking up and realizing I was still alive after heart surgery.

Favorite restaurant: Ruth's Chris

Last book you read: *Custer's Last Stand*

The one thing out-of-town guests must see or experience before leaving Memphis: Graceland
What's in your CD player or in heavy rotation on your iPod? The Eagles, Elvis, and the Bee Gees.



Joseph L. Steffner Grubb & Ellis

Position: President and CEO

Age: 48

Education: B.A., University of Tennessee; M.B.A.

and M.S. in real estate development, University of Memphis

Family: Wife, Margaret; children, Jack, Weezie, and Ellie

Years in commercial real estate: 23

I knew commercial real estate was the career for me when... I moved to Memphis in 1988.

One piece of advice for someone aspiring to a commercial real estate career: Prepare to starve your first two years.
Proudest moment: When Steffner Commercial, LLC, was awarded the Grubb & Ellis affiliation in 2006.

Favorite restaurant: Brookhaven Pub

Last book you read: *Quiet Strength* by Tony Dungy

The one thing out-of-town guests must see or experience before leaving Memphis: Greg deWitt's humor



Finley "Timm" Stubbs Stubbs Commercial REALTORS®

Position: Broker

Age: 62

Education: B.S. and M.A., University of Memphis

Family: Wife, Linda; children, Keith and Shannon

Years in commercial real estate: 36

I knew commercial real estate was the career for me when... I truly understood that it was a means of helping others by being a problem solver and putting the needs of the client above and beyond the dollars that could be earned.

One piece of advice for someone aspiring to a commercial real estate career: Have patience and strive for results without being concerned about recognition.

Proudest moment: My daughter's wedding, my son's graduation from Texas A&M, and when my wife was named teacher of the year at the school where she taught.

Favorite restaurant: my home on Green Gate Cove
Last book you read: *Twelve Mighty Orphans* by Jim Dent

The one thing out-of-town guests must see or experience before leaving Memphis: Beale Street and The Peabody Hotel

What's in your CD player or in heavy rotation on your iPod? "Tribute to the Music of Bob Willis" by Asleep at the Wheel



Steve Woodyard Woodyard Realty Co.

Position: President

Education: B.A. and M.B.A., University of Mississippi

Family: Wife, Karen; children Worth and Grayson

Years in commercial real estate: 24

I knew commercial real estate was the career for me when... I survived my first year in commercial real estate back in 1984. We were closing properties with assumable loans with interest rates of 16 percent!

One piece of advice for someone aspiring to a commercial real estate career: Come and work with us in this professional but fun and action-packed environment!

Proudest moment: At the birth of my first child when he apparently recognized my voice, stopped crying, and turned his eyes up to look at me.

Favorite restaurant: This should be favorite restaurants as we have favorites from sushi to steak, from downtown to Collierville.

Last book you read: Personal growth: The Bible; professional growth: *Built to Last* by Jim Collins and Jerry I. Porras

The one thing out-of-town guests must see or experience before leaving Memphis: Graceland and Downtown



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