

National Real Estate INVESTOR

Reprint

40 Who Made a Difference

These timeless icons were true pioneers of our industry.

Trammell Crow
*Founder, Chairman Emeritus
Trammell Crow Co.*

Edward S. Gordon
Office of the Chairman, Insignia/ESG

The Late Harry Helmsley
Helmsley Enterprises

The Late Ernest W. Hahn
*Major Shopping Center Developer
Ernest W. Hahn*

Benjamin D. Holloway
*Former Executive Vice President,
Head of real estate group,
1979-1989 Equitable Life Assurance Society*

Gerald C. Finn
*Chairman, CEO and Founder
New America International*

Oliver T. Carr Jr.
*Chairman of the Board
Carr America Realty Corp.*

Samuel Zell
*Chairman of the Board, Equity Office
Properties Trust, Equity Residential Properties
Trust, Manufactured Home Communities
Inc. and Capital Trust*

J.W. "Bill" Marriott Jr.
*Chairman of the Board, CEO
Marriott International*

Stephen F. Bollenbach
*President, CEO
Hilton Hotels Corp.*

Donald J. Trump
*Chairman and President
The Trump Organization*

Kemmons Wilson
Founder, Holiday Inn

William E. Colson
*President, Holiday Retirement Corp., Colson
& Colson Construction Co.*

Gerald D. Hines
Chairman and Founder, Hines

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40 Stars of Tomorrow

Bright, fresh faces are paving the way to the new Millennium.

[Forty of the most influential real estate executives under 40 years of age as chosen by National Real Estate Investor.]



Barry Saywitz
*President,
The Saywitz Company
Chairman,
The CORE Network*

Entry into the commercial real estate industry - In 1989.

Biggest professional accomplishment - "Being president and founder of a full-service real estate brokerage, investment and consulting firm doing business across the nation."

Ten years from now, I want to be... "Continuing to build on the foundation of business developed by The Saywitz Company, and further building the alliances and mutually beneficial relationships created through the CORE Network."

Today's most significant market trend - "The consolidation of commercial real estate companies into larger providers with a broader range of services."

Stuart A. Tanz, 39
*Chairman, CEO, President
Pan Pacific Retail Properties Inc.*

Kenny M. Smith, 37
*Partner in Charge, Real Estate Systems
Consulting Deloitte & Touche LLP*

Denise L. Kiley, 38
*Managing Director and Partner
Related Capital Co.*

Rose M. Wolfe, 39
Partner, Deloitte & Touche LLP

Thomas A. Carr, 39
President and CEO, CarrAmerica Realty Corp.

Russell L. Appel, 37
*President, Praedium Group
Managing Director, Credit Suisse First Boston*

Cliff Fischer, 38
President, Fischer & Co.

Evan F. Denner, 33
*Senior Vice President
Daiwa Securities America Inc.*

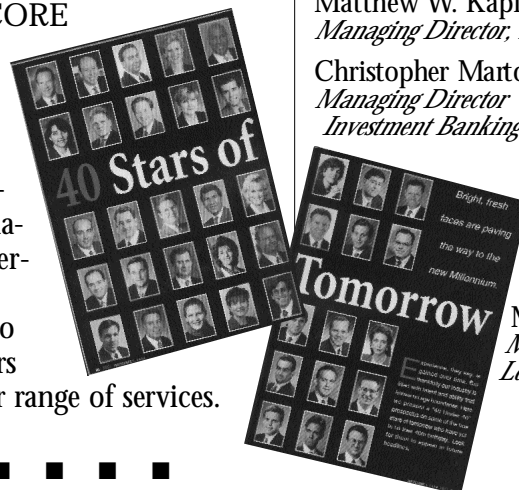
Jack Minter, 39
*Senior Director
Jones Lang Wootton*

Matthew W. Kaplan, 35
Managing Director, Rothschild Realty Inc.,

Christopher Martorella, 33
*Managing Director
Investment Banking Group, Boston Financial*

Elizabeth C. Trocchio, 38
*President
Woodmont Property
Management Co.*

Michael J. Mazzei, 37
*Managing Director
Lehman Brothers*



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Stephen Siegel
President, Insignia/ESG

John C. Portman Jr.
Chairman and CEO, The Portman Cos.

Arthur J. Mirante II
President and CEO, Cushman & Wakefield

Mack Pogue
Chairman and CEO, Lincoln Property Co.

The Late James W. Rouse
Founder, The Rouse Co.

Robert F. Maguire III
Managing Partner, Maguire Partners

Gerald A. Rauenhorst
Chairman and CEO, Opus National;

James J. Didion
Chairman and CEO, CB Richard Ellis

Seymour Durst and Family
The Durst Organization

Thomas C. Cousins
*Chairman and CEO
Cousins Properties Inc.*

John L. Tishman
*Chairman and CEO,
Tishman Realty & Construction Co.*

Julien J. Studley
*Founder and Chairman,
Julien J. Studley Inc.*

Norman Perlmutter
*Chairman of the Board and CEO
Heitman Financial Ltd.*

The Late Conrad N. Hilton
Founder, Hilton Hotels

Harold A. "Hall" Ellis
*Co-founder, Grubb & Ellis
Founder, Ellis Partners Inc.*

Arthur I. Sonnenblick
*Managing Director; former president
and CEO Sonnenblick-Goldman Co.*

John C. Cushman III
President and CEO, Cushman Realty Corp.

Paul Reichmann
Former Head, Olympia & York

Melvin Simon
*Founder and Co-Chairman
Simon DeBartolo Group*

The Late Edward DeBartolo
Founder, DeBartolo Realty Group

The Late Arthur Rubloff
Founder, Rubloff Development Corp.

Henry S. Miller Jr.
*Former Chairman and CEO
Henry S. Miller Cos.*

The Late Daniel Galbreath
Chairman, The Galbreath Co.

Martin Bucksbaum and Family
Founder, General Growth Properties

Bowen H. "Buzz" McCooy
*Strategic Consultant, Former Director,
Morgan Stanley real estate services*

Claude M. Ballard
*Limited Partner and Senior Consultant
Goldman, Sachs & Co.*

(Continued from 40 Stars of Tomorrow)

Barry Saywitz, 31
*President, The Saywitz Company
Chairman, The CORE Network*

Tom D'Arcy, 38
*Chairman and CEO
Bradley Real Estate*

Bob Hackett, 38
*Managing Director, Corporate Services
Cushman & Wakefield Inc.*

Guy K. Johnson, 39
President, Johnson Capital Group Inc.

Mark D. Schnitzer, 37
Managing Director, Related Capital Co.

Darcy Stacom, 38
*Executive Director,
Cushman & Wakefield Inc.*

Christine A. Reich, 37
*President, Ocwen Financial Corp.,
President, Ocwen Asset Investment Corp.*

Barry S. Sternlicht, 37
*Chairman and CEO
Starwood Hotels and Resorts*

Kathleen F. Corton, 37
*Senior Managing Director, The Capital
Company of America LLC (Capital America)*

Harold A. Dawson Jr., 33
*President, COO
Harold A. Dawson Company Inc.*

Michael J. Alter, 36
President, The Alter Group

Andrew L. Farkas, 38
*Chairman and CEO
Insignia Financial Group Inc.*

John A. Vickers, 36
*Chairman and CEO, Tishman Realty Corp.
Tishman Hotel Corp.*

Victor J. Coleman, 37
President and COO, Arden Realty Inc.

Jeffrey M. Finn, 35
*President and COO
New America International (NAI)*

Sally French Tyler, 37
*Vice President/National Commercial Services
Land America (Commercial Land Title and
Lawyers Title)*

Tara I. Stacom, 39
Senior Director, Cushman & Wakefield Inc.

John G. Combs, 39
President/West Division, Insignia/ESG Inc.

Brad Hutensky, 36
President, The Hutensky Group

David Jackson, 38
*President and CEO, First Security
Commercial Mortgage*

Kurt Wright, 39
*CEO, Chastain Capital
Executive Vice President
Lend Lease Real Estate Developments Inc.*

Chris A. Milner, 32
*Vice President, BlackRock Inc., Officer,
Anthracite Capital Inc. (both affiliates of
PNC Bank)*

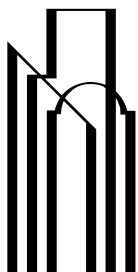
J. Kingsley Greenland II, 38
President, Boston Capital Mortgage Co.

Maureen Ehrenberg, 38
*National President, Grubb & Ellis
Management Services Inc.*

Jay Scott Sugarman, 36
*President and CEO
Starwood Financial Trust*

Michael T. Cohen, 39
President and CEO, GVA Williams

Richard D. Kincaid, 36
*Chief Financial Officer
Equity Office Properties Trust*



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