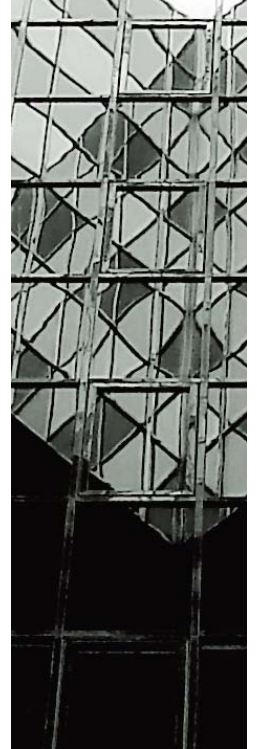
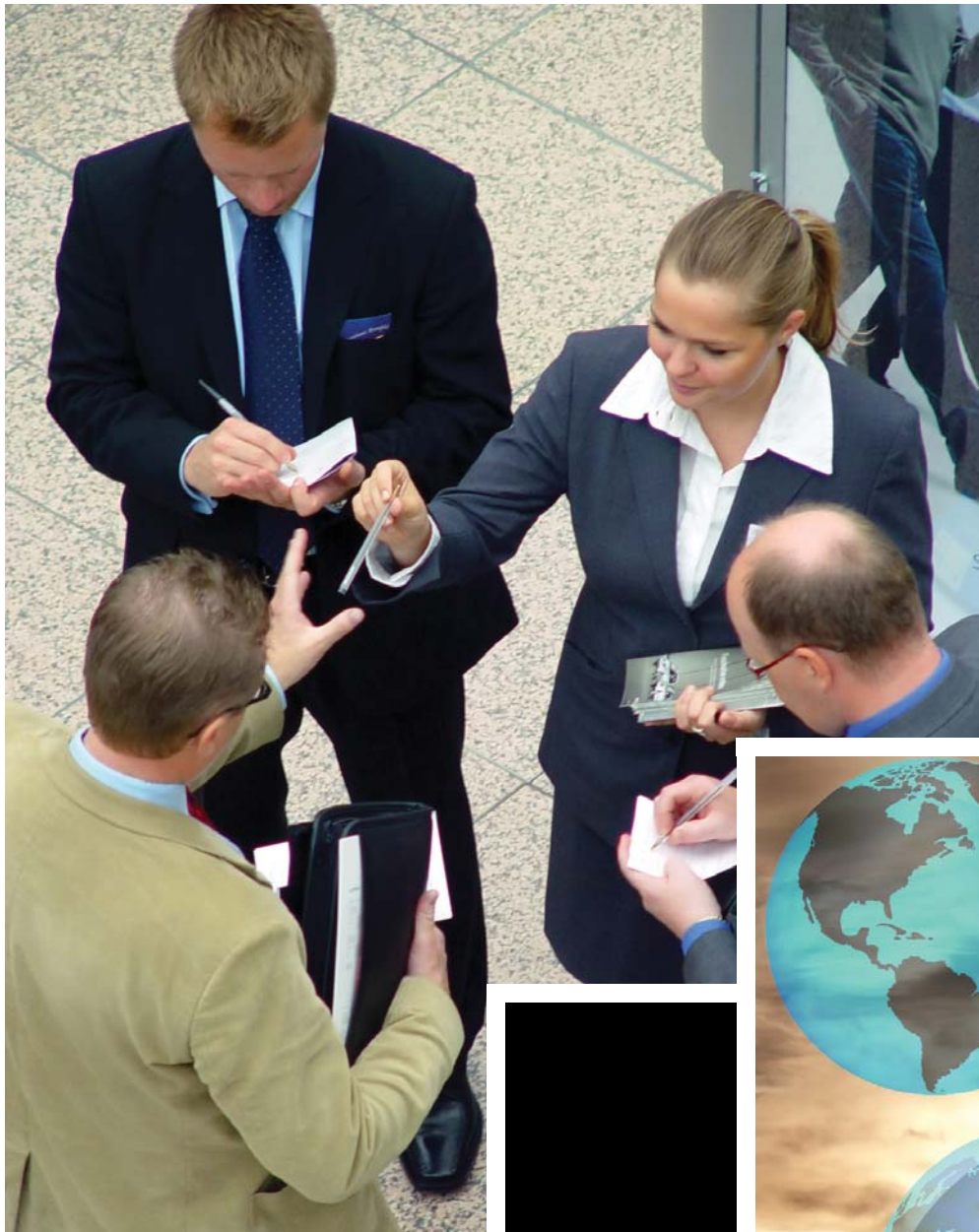


# At Your Service



**NAI Global**<sup>®</sup>

Commercial Real Estate Services, Worldwide.



# Executive Management



**Jeffrey M. Finn**  
**President**  
**& Chief Executive Officer**  
 Leads NAI Global's management team. Develops and implements initiatives to achieve the company goals and oversees the company operations.  
[jfinn@naiglobal.com](mailto:jfinn@naiglobal.com)  
 +1 609 945 4000



**Gerald C. Finn**  
**Chairman**  
 Advises NAI Global senior management team on key policy and strategy issues and opportunities. Leads NAI Global's Careers for Veterans program and is founder of NAI Cares.  
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 +1 609 945 4020



- put our clients first. Customer care is our top priority
- deal with the highest level of trust, respect, fairness and integrity
- are committed to quality and continuous improvement
- are uniquely structured to deliver world class real estate services
- are empowered by sharing, communicating and collaborating
- are a dynamic, innovative, growth oriented enterprise
- are leaders and teammates
- are global in our thinking, yet local in our approach
- embrace change and are passionate in our initiatives
- strive to provide the most challenging, stimulating, enjoyable and rewarding environment for all stakeholders



# Global Services

## Asia Pacific



**Asia Pacific and the Middle East:**  
**Steve Atherton, Managing Director**  
Oversees members and leads business development initiatives in the Asia Pacific and Middle East regions.  
[satherton@naiglobal.com](mailto:satherton@naiglobal.com)  
+852 2868 0966



**India:**  
**Deepshika Sinha**  
**Manager, Client Development**  
Responsible for member services, transaction management and business development in India.  
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**China:**  
**Hong Bin Zhou, Regional Director**  
Responsible for member services, transaction management and business development.  
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+86 21 6288 7333

## Europe



**Europe (Israel and South Africa):**  
**David Perry, Vice President**  
Oversees members in Europe, Israel and South Africa. Responsible for investment business throughout the European network.  
[dperry@naiglobal.com](mailto:dperry@naiglobal.com)  
+44 788 185 5625



**Patricia LeMarechal**  
**Director, Client Development**  
Responsible for the development of corporate business throughout the European network and assists David Perry with the expansion of membership in this region.  
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+44 870 701 6047

## Latin America



**Latin America & The Caribbean:**  
**David Berger, Managing Director**  
Oversees NAI activities in Latin America and the Caribbean. Provides membership management, corporate account management, business development and works with members in the region to develop business opportunities with corporate and investor clients.  
[dberger@naiglobal.com](mailto:dberger@naiglobal.com)  
+1 305 374 4017

## North America



**North America Member Services:**  
**David Blanchard**  
**Executive Vice President**  
Manages member in-fill, orientation and training, contract negotiation and renewal, conflict resolution and quality control.  
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+1 503 852 7037



**North America Member Development & Training:**  
**James Garrett, Senior Vice President, Network Operations**  
Manages the overall quality, capability and performance of North American members. Focused on achieving goal of Top 5 in Top 50.  
[jgarrett@naiglobal.com](mailto:jgarrett@naiglobal.com)  
+1 614 629 5262



# Business Development Resources

## Investment Services



### Investment Services/ Asset Optimization:

#### Jerry Monash, Executive Director

Leads the company's institutional investment practices. Manages elite product-specific teams composed of NAI's investment professionals throughout the US to leverage the company's national platform, local market expertise and deliver top-tier, institutionally oriented solutions.

[gmonash@naiglobal.com](mailto:gmonash@naiglobal.com)

+1 404 812 4061



### Paul Reitz, Vice President Investment Services

Manages NAI's Leveraged Sales Force program, which organizes and deploys dedicated sales teams focused on individual investment clients' specific objectives. Assists members to list, market and sell investment properties with a particular focus on cross-border business throughout the Americas with a particular focus on the hospitality sector.

[preitz@naiglobal.com](mailto:preitz@naiglobal.com)

+1 817 410 5787

## Retail



### David Solomon President & CEO, NAI ReStore

Serves as the worldwide leader for NAI Global retail services, working closely with NAI retail professionals and clients to increase their speed and efficiency in the acquisition, leasing and sale of retail properties.

[dsolomon@naiglobal.com](mailto:dsolomon@naiglobal.com)

+1 610 660 0610



### Geo-Demographic Analysis: George Anderson, Vice President Market Analytics

Responsible for development of analytical services for retail, manufacturing and office locations. Works primarily with retailers and banks to analyze and optimize their store/branch networks in the U.S. and abroad.

[ganderson@naiglobal.com](mailto:ganderson@naiglobal.com)

+1 416 352 8904

## Technology



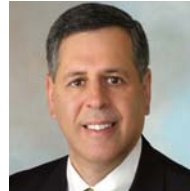
### Warren Bailey, Vice President Corporate Technology

Responsible for development and deployment of NAI CLAS, NAI's private label project and portfolio management system powered by Archibus.

[wbailey@naiglobal.com](mailto:wbailey@naiglobal.com)

+1 609 945 4027

## Corporate Services



### Ted Parcel Executive Vice President Corporate Services

Manages a team that provides account development and expansion, business development support and transaction management services.

[tparcel@naiglobal.com](mailto:tparcel@naiglobal.com)

+1 610 965 1444



### Henry Goodfriend Senior Managing Director Corporate Services

Responsible for new business development and the fulfillment of U.S. and global business. Represents Gtech and the United States Postal Service.

[hgoodfriend@naiglobal.com](mailto:hgoodfriend@naiglobal.com)

+1 212 405 2496



### Rick Leighton, Vice President Corporate Services

Responsible for corporate real estate consulting and business development support. Represents US Steel, Air Products and First Group. Also responsible for promotion and adoption of NAI Global's technology platform.

[rleighton@naiglobal.com](mailto:rleighton@naiglobal.com)

+1 610 469 8733



# Business Development Resources

## Corporate Services



**Catherine Howard**  
Vice President, Corporate Services

Manages NAI's multi-market acquisition/disposition contract throughout the U.S. for the United States Postal Service.

[choward@naiglobal.com](mailto:choward@naiglobal.com)

+1 415 408 3868



**Kim Kocur**  
Vice President, Corporate Services

Builds and manages corporate accounts in the New York Metropolitan area.

[kkocur@naiglobal.com](mailto:kkocur@naiglobal.com)

+1 609 945 4028

## North American Sales & Listings Assistance:



**Rhyne Brown**  
Senior Vice President  
Client Development

Manages the North American Sales Team (NAST), a sales force comprised of 250+ agents from NAI firms in primary/major markets, to increase B2B business flow across the network. Also directs NAI Global's Enhanced Listing Assistance Partnership Program and is available to all members pursuing major accounts and requiring assistance landing a high-value listing.

[rbrown@naiglobal.com](mailto:rbrown@naiglobal.com)

+1 949 854 6600

## Strategic Partnerships



**Rick Kimball**  
Executive Vice President

Oversees NAI business development initiatives including speciality practices, centers of excellence, and the asset optimization program, which focuses on dealing with troubled loans/assets. Also oversees leveraged sales and marketing programs for strategic business alliances, listing assistance, new member infill and recruiting efforts.

[rkimball@naiglobal.com](mailto:rkimball@naiglobal.com)

+1 609 945 4025



**Patricia Faulkner, Vice President**  
Client Development

Works with companies who have global real estate requirements to develop unique solutions and execute their real estate plan. Provides particular focus to strategic alliances and companies interested in marketing their products and services to and through NAI Global.

[pfaulkner@naiglobal.com](mailto:pfaulkner@naiglobal.com)

+1 732 238 3322



# Shared Services Team Leaders

## Accounting & HR



**Margaret Smith**  
Senior Vice President  
Finance & Controller

Responsible for budgets, financial statements, payroll, tax administration, credit and collections, cash management, purchasing and human resources.

[msmith@naiglobal.com](mailto:msmith@naiglobal.com)  
+1 609 945 4040

## Information Services



**Shawn Stumbaugh**  
Senior Vice President  
Information Technology Services

Leads development and implementation of NAI's information systems strategy, including REAL-Trac™ Online, CRM, E-Offerings and integration of third-party solutions.

[sstumbaugh@naiglobal.com](mailto:sstumbaugh@naiglobal.com)  
+1 609 945 4037

## Marketing



**Mark Klionsky**  
Senior Vice President

Directs the company's marketing, public relations and corporate communications activities. Develops strategy and directs implementation of the Global Marketing Initiative. Provides support and counsel to members and serves as Advisor to the NAI Global Marketing Council.

[mklionsky@naiglobal.com](mailto:mklionsky@naiglobal.com)  
+1 609 945 4082

## Account/ Transaction Management



**Linda Battistelli**  
Vice President, Client Services

Manages transaction management.

[lbattistelli@naiglobal.com](mailto:lbattistelli@naiglobal.com)  
+ 1 609 945 4012

## Legal



**Edward Finn**  
Executive Vice President  
& General Counsel

Responsible for all legal matters involving the company. Responsible for all matters involving contracting as well as questions about the interpretation and implementation of the Member Marketing Services Agreement and other agreements. Involved in resolution of issues or disputes between Members or involving NAI Global.

[efinn@naiglobal.com](mailto:efinn@naiglobal.com)  
+1 301 693 5836

## Operations



**Bobbi Jean Formosa**  
Executive Vice President  
Operations

Responsible for translation of vision/strategy to action for profit and value enhancement. Works directly with NAI Global ownership, the Members' Leadership Board and the Management Committee to assure goals are cascaded, measured and realized. Is additionally responsible for NAI meetings, and administration.

[bformosa@naiglobal.com](mailto:bformosa@naiglobal.com)  
+1 609 945 4050





# Support Resources

## Corporate Services:

**Terrence Brennan, Director USPS**

Responsible for activities of the United States Postal Service at the direction of the USPS in Denver, Colorado.  
[tbrennan@naiglobal.com](mailto:tbrennan@naiglobal.com) ■ +1 303 220 6573

## North American Sales Team (NAST):

**Debra Matley**

**Client Development Coordinator**

Works with Rhyne Brown to provide support to the North American Sales Team, and helps NAST members access NAI resources with a focus on increasing B2B business flow across the network.

[dmatley@naiglobal.com](mailto:dmatley@naiglobal.com) ■ +1 949 387 6217

## North America:

**Shirley Blanchard**

**Project Manager/Support Specialist**

Provides administrative support to NAI Councils, specialty groups, David Blanchard and Rick Kimball.

[sblanchard@naiglobal.com](mailto:sblanchard@naiglobal.com) ■ +1 503 852 7037

## Accounting:

**Lou Fenichel, Accountant**

Handles accounts payable and taxes.

[lphenichel@naiglobal.com](mailto:lphenichel@naiglobal.com) ■ +1 609 945 4018

**Lilliam Colon-Gilzean, Accountant**

Handles general ledger. Reviews accounts payable and receivable as they affect the general ledger.

[lcolonilzean@naiglobal.com](mailto:lcolonilzean@naiglobal.com) ■ +1 609 945 4053

**Linda Natelson, Accountant**

Handles accounts receivable and cash receipts and invoices clients.

[lnatelson@naiglobal.com](mailto:lnatelson@naiglobal.com) ■ +1 609 945 4047

## Account/Transaction Management

**Patti Paczkowski, Senior Account Manager**

Handles transaction management for corporate accounts, including USPS and Midas, and provides support on Broker to Broker business.

[ppaczkowski@naiglobal.com](mailto:ppaczkowski@naiglobal.com) ■ +1 570 503 0410

**Leshia Bodo, Client Services Manager**

Hosts WebEx training sessions with clients and NAI Member associates on NAI technology offerings. Staffs the Help Desk for technology-related inquiries.

[lbodo@naiglobal.com](mailto:lbodo@naiglobal.com) ■ +1 609 945 4014

**Marcia Rickle, Client Services Manager**

Handles transaction management for corporate accounts, including Air Products and USS Real Estate. Manages the financial closing process for Broker to Broker business.

[mrickle@naiglobal.com](mailto:mrickle@naiglobal.com) ■ +1 609 945 4036

## Information Services:

**Nickolay Cohen, Systems Administrator**

Responsible for day-to-day operations of in-house data and application servers. Provides database reporting services and PC technical support to NAI Global corporate staff.

[ncohen@naiglobal.com](mailto:ncohen@naiglobal.com) ■ +1 609 945 4039

**Isagani Goleta, Multimedia/Web Designer**

Manages operations and content development of NAI Global web sites, including [www.naiglobal.com](http://www.naiglobal.com), as well as 75+ hosted member web sites.

[igoleta@naiglobal.com](mailto:igoleta@naiglobal.com) ■ +1 609 945 4038

**Claude Pain, Multimedia/Web Designer**

Manages operations and content development of NAI Global web sites, including [www.naiglobal.com](http://www.naiglobal.com) and hosted member web sites.

[cpain@naiglobal.com](mailto:cpain@naiglobal.com) ■ +1 609 945 4016

**Wendy Zhang, Programmer Analyst**

Provides software development and support services for NAI Global's Information Systems group.

[wzhang@naiglobal.com](mailto:wzhang@naiglobal.com) ■ +1 609 945 4058

## Licensing & Contracts:

**Betty Gardiner, Senior Legal Assistant**

Responsible for the preparation and tracking of all Member Marketing Service Agreements, Member web site agreements and ancillary service agreements. Go-to person for copies of key legal documents.

[bgardiner@naiglobal.com](mailto:bgardiner@naiglobal.com) ■ +1 609 945 4024

## Marketing:

**Peter Setaro, Director, Public Relations**

Develops and implements public relations strategies that raise NAI's brand awareness at the local, national and international level. Responsible for producing NAI's weekly Global Spotlights.

[psetaro@naiglobal.com](mailto:psetaro@naiglobal.com) ■ +1 609 945 4086

**Russ Werden, Art Director**

Art direction and production of NAI branded marketing material, and oversees NAI's in-house design team.

[rwerden@naiglobal.com](mailto:rwerden@naiglobal.com) ■ +1 609 945 4013

**Sandy Garcia**

**Senior Design & Brand Manager**

Designs marketing collateral and presentations for NAI Global initiatives and works with members by providing guidance and support on design and branding questions.

[sgarcia@naiglobal.com](mailto:sgarcia@naiglobal.com) ■ +1 609 945 4023

**Nancy Averill, Manager**

**Corporate Communications**

Develops programs to keep Members informed of NAI Global activities, initiatives and success stories across the network. Creates content for brochures and collateral. Responsible for producing NAI's bi-weekly Network News e-newsletter and the Global Market Report. Assists with coordination of NAI Global's participation at key industry events.

[naverill@naiglobal.com](mailto:naverill@naiglobal.com) ■ +1 609 945 4041

**Jennifer Grimm, Marketing Manager**

Develops marketing plans and collateral materials for NAI Global with a particular focus on business units and specialty practices. Coordinates NAI Global response to RFPs. Manages NAI Global's marketing activities and coordinates participation at key industry events.

[jgrimm@naiglobal.com](mailto:jgrimm@naiglobal.com) ■ +1 609 945 4046

## Administration:

**Donna Sullens**

**Reception/Administrative Asst.**

Serves as call director and provides administrative support to various initiatives.

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**Sue Leoutsacos, Office Assistant**

Serves as a general assistant in support of corporate projects.

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Build on the power of our network.™



NAI Global is one of the world's largest global real estate service providers. NAI Global manages a network of 5,000 professionals and 325 offices in 55 countries around the world. Clients come to us for our local knowledge and business savvy. Build your business on the power of our global network!

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