

NAIOP

DL»DEVELOPING LEADERS

NAIOP

COMMERCIAL REAL ESTATE
DEVELOPMENT ASSOCIATION

COLORADO CHAPTER

NAIOP Colorado—Where Deals Get Done™

MENTOR PROGRAM DIRECTORY 2017

MENTOR

- Share Knowledge and Experiences
- Coach and Guide Mentees
- Facilitate Networking
- Actively Listen and Ask Questions
- Provide a Positive Role Model
- Maintain Respect

MENTEE

- Be Prepared
- Take Responsibility for Relationship
- Be Receptive to Feedback
- Show Professionalism
- Maintain Respect

UPCOMING EVENTS

July 17	DL M/M Program Kick-Off Event	Coors Field, Super Suite 1,2,&3
July 20	NAIOP DL DDD	Star Bar
August 16	Winter Classic: Hockey Tournament	The Ice Ranch, Littleton
August 29/30	DL M/M Program: Development 101	Location TBA
September 15	NAIOP DL's Extreme Community Makeover Event	Westwood/Globeville Neighborhood
September 20	DL M/M Program: Interview & Speaking Coach	Location TBA
October 4	DL M/M Program: Educational Event	Location TBA
October 5	NAIOP 2017 Property Tour	Southeast Suburban Denver
October 19	Winter Classic: Curling Event	Denver Curling Center, Golden
November 2	NAIOP Colorado Fight Night 2017	EXDO Center, RiNo
November 8	DL M/M Program: Wrap Up Event	Location TBA
November 14	Breakfast Event	Marriott City Center, Denver
December 7	Annual Holiday Reception	Location TBD

WELCOME TO THE NAIOP COLORADO MENTORSHIP PROGRAM

Objective

Provide a young, working NAIOP member an opportunity to learn different aspects of the real estate industry from an experienced professional. The mentor would also provide career and professional advice in an effort to develop the mentee's ability to succeed in the real estate industry.

The Mentor / Mentee Relationship

Mentors and their Mentees commit to a one year term. During that period, Mentors will meet with their Mentees at least once a month, or more frequently as they feel appropriate. Mentees, this is your opportunity to engage with one of the top professionals in the industry -make it count! Some tips for success:

Mentees:

- Be proactive in reaching out to your mentor to schedule meetings
- Be respectful of your mentor's time and be flexible to their schedule
- Extend an invitation when you find events that would be of interest to both you and your mentor

Mentors:

- Enhance the experience by joining with another mentor to organize a joint mentor/mentee meeting
- Understand your mentee's goals for the program

Note: Additional tips for success included on next page.

Opportunities for Group Interaction

The Mentorship Program Kickoff Event will be held at Coors Field, Super Suites 1, 2, & 3 scheduled July 17, 2017. In addition to the kickoff event, there will be several additional events specifically for Mentors and Mentees. You can find these under the upcoming events section.

Engage and Learn!

The NAIOP Colorado calendar of events page at NAIOP-Colorado.org will serve as a valuable resource for mentorship participants. The calendar will continually be updated with events designed to enhance awareness and understanding of industry trends. Attending events such as DL's Deals, Drinks & Dives with your mentor or NAIOP breakfast meetings with your mentee serve as great opportunity to enhance the relationship developed through the mentorship program.

TIPS FOR HOW TO HAVE A GREAT MENTORSHIP EXPERIENCE

- **Set the stage for a great experience** by conveying your enthusiasm and making a personal connection via the tone of your email or phone communication.
- **Establish the time and location for the meeting**, specifying both the starting and ending time for the conversation. If you select a restaurant or coffee shop, it is best to share the expense.
- **Agree on how much advance notice** each of you would need if a session has to be postponed.
- **Learn about each other in advance.** Mentees could research their Mentors' backgrounds, and Mentors might request that Mentees provide a brief bio and resume prior to the meetings.
- **Mentees: be prepared for your mentoring sessions.** Prepare an agenda of topics you wish to cover, and prepare some open-ended questions that will guide the discussion without restricting Mentors' feedback. Ask if a Mentor would like to see the agenda in advance, should they feel it will help them prepare as well. As the meeting unfolds, both parties will have an opportunity to provide context, brief updates, or ask specific questions that enhance the exchange.
- **Both parties should be fully present.** Sharing requires excellent listening skills and your full attention. Set aside daily pressures during a mentoring session so that you can get the most from the experience.
- **Be an active listener.** Periodically paraphrase or repeat what the other person says to confirm that you understand a question or the feedback given.
- **Make it a goal to establish a personal connection during the session.** One of the pleasures of a mentoring relationship is the sense of connection between two people. This happens when conversation is shared equally and one listens with an open mind.
- **A mentoring session is an exchange, not an interview.** It is common for Mentees to take notes; however, don't do so excessively, or you may not be engaged in the conversation and fail to establish a relationship.
- **Summarize each session.** At the close of a meeting, Mentees could briefly and enthusiastically speak about the insights gained. This would help imbed the information in your mind, plus let your Mentor know to what extent the session was helpful. Mentors also could provide encouragement and summary feedback to Mentees.

MENTOR

Ed Anderson

Connexion Asset Group
(303) 205-6700
eanderson@connexionAG.com



Jimmy Balafas

Kentro Group
(303) 500-0946
jb@kentrogroup.com



Mike Cantwell

CBRE
(303) 618-2908
michael.cantwell@cbre.com



Sara Croot

JP Morgan Chase
(303) 906-6383
sara.d.croot@chase.com



Brian Dietz

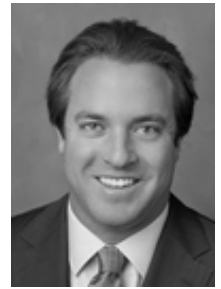
Opus Development Company LLC
(303) 579-8747
Brian.Dietz@opus-group.com



MENTEE

David Smith

Trammell Crow Company
(303) 628-1730
dhsmith@trammellcrow.com



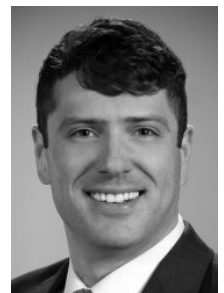
Ryan Simpson

DCT Industrial
(303) 204-4735
rsimpson@dctindustrial.com



Campbell Davis

Cushman & Wakefield
(704) 488-6671
campbell.davis@cushwake.com



Megan Turner

United Properties
(720) 898-5851
megan.turner@uproperties.com



Zi Chong

EverWest Real Estate Partners
(608) 609-8247
zisen.chong@everwest.com



NAIOP
DL»DEVELOPING LEADERS

NAIOP Colorado—Where Deals Get Done™

NAIOP
COMMERCIAL REAL ESTATE
DEVELOPMENT ASSOCIATION
COLORADO CHAPTER

MENTOR

Mara Fabian

Lowe Enterprises Real Estate Group
(303) 850-2304
mfabian@loweenterprises.com



Sherri Goldstein

Land Title Guarantee Company
(303) 519-6587
sgoldstein@ltgc.com



Kevin Kelley

United Properties
(303) 918-1026
kevin.kelley@uproperties.com



Tom Kooiman

Brinkmann Constructors
(303) 909-1909
tkooiman@askbrinkmann.com



MENTEE

Jennifer Pittenger

First American Title - NCS
(303) 876-1123
jpittenger@firstam.com



Justin Clark

EverWest Real Estate Partners
(817) 913-8951
justin.clark@everwest.com



Beau Breck

LCP Development
(303) 815-0965
bbreck@lcpdevelopment.net



John Huemoller

First American Title - NCS
(720) 202-9102
jhuemoller@firstam.com



MENTOR

Chris King

DPC Development Company
(720) 528-3341
cking@dpccompanies.com



Justin Lutgen

DPC Development Company
(720) 528-3349
jlutgen@dpccompanies.com



James Mansfield

Pinnacle Real Estate Advisors, LLC
(303) 726-1099
jmansfield@pinnaclearea.com



Jim Neenan

Prime West Companies
(303) 710-1859
jim.neenan@primew.com



Jaime Pollock

United Properties
(720) 898-8866
jamie.pollock@uproperties.com



MENTEE

Sam Bell

Cushman & Wakefield
(203) 644-9025
sam.bell@cushwake.com



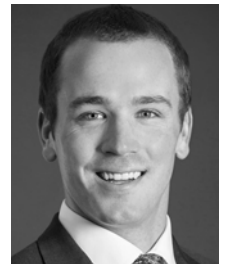
James “Bo” Pitto

JLL
(303) 260-6529
bo.pitto@am.jll.com



Charley Will

CBRE
(720) 628-0768
charley.will@cbre.com



Mike Viehmann

Cushman & Wakefield
(720) 391-8292
mike.viehmann@cushwake.com



MENTOR

Tim Schlichting

LCP Development
(303) 775-5073
tschlichting@lcpdevelopment.net



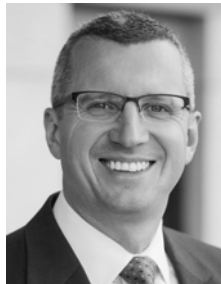
Cooper Williams

Essex Financial Group
(303) 843-4581
cwilliams@essexfg.com



Mark Witkiewicz

McWhinney
(720) 202-6375
markw@mcwhinney.com



Bill Woodward

RISE Commercial Real Estate Advisors
(303) 906-8493
bwoodward@RISEcrea.com



MENTEE

Nathan Levy

Diamond Ventures
(520) 405-6376
nlevy@diamondven.com



Harry Green

Colorado State Bank & Trust
(303) 863-4476
harry.green@csbt.com



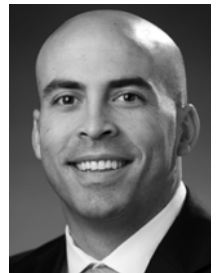
Justin Mihalcin

Pinnacle Real Estate Advisors, LLC
(720) 280-5155
jmihalcin@pinnacclerea.com



Dominic DiOrio

JLL
(303) 260-6531
dominic.diorio@am.jll.com



OUR COMMITTEE

Jason Bonanno

Ten-X
(303) 385-7132
jbonanno@ten-x.com



Mike Cantwell

Mentor Program Co-Chair
CBRE
(303) 618-2908
michael.cantwell@cbre.com



John Daskam

Spierer Woodward Corbalis
Goldberg
(720) 355-6319
john.daskam@practicallawyer.com



Erin Kelley

Mentor Program Co-Chair
Wember, Inc.
(303) 501-9923
ekelley@wemberinc.com



Abby Kirkbride

Mentor Program Co-Chair
Brownstein Hyatt Farber Schreck
(303) 223-1161
akirkbride@bhfs.com



Nick Kitaeff

Mentor Program Co-Chair
Confluent Development
(671) 771-9350
nkitaeff@confluentdev.com



Adam Loveland

Mentor Program Co-Chair
Citywide Banks
(303) 524-0067
loveland@citywidebanks.com



Ian Nichols, DL Chair

Mentor Program Co-Chair
Baron Property Services LLC
(303) 374-4383
inichols@baronproperties.com



Kevin Rohrbough

Atwell, LLC
(775) 720-3132
krohrbough@atwell-group.com



Courtney Schneider

United Properties
(303) 550-2154
Courtney.Schneider@uproperties.com



NAIOP
DL»DEVELOPING LEADERS

NAIOP Colorado—Where Deals Get Done™

NAIOP
COMMERCIAL REAL ESTATE
DEVELOPMENT ASSOCIATION
COLORADO CHAPTER

OUR COMMITTEE

Cody Stambaugh

Pinnacle Real Estate Advisors, LLC
(720) 291-0686
CStambaugh@PinnacleREA.com



Celeste Tanner

Confluent Development
(303) 803-4697
ctanner@confluentdev.com



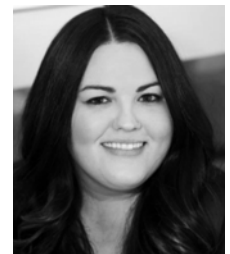
Jason White

JLL
(720) 935-2168
jason.white@am.jll.com



Jacey File

Meeting & Events Coordinator
NAIOP Colorado
(303) 782-0155
jcfile@wmrdenver.com



NAIOP
DL»DEVELOPING LEADERS

NAIOP Colorado—Where Deals Get Done™

NAIOP
COMMERCIAL REAL ESTATE
DEVELOPMENT ASSOCIATION
COLORADO CHAPTER

THANK YOU TO OUR 2017 SPONSORS

Major DL Program Sponsor



Wrap-Up Sponsor

**Brownstein Hyatt
Farber Schreck**

Sustaining Sponsor



Supporting Sponsors



Zeller Realty Group®



NAIOP Colorado—Where Deals Get Done™

NAIOP
DL»DEVELOPING LEADERS

NAIOP
COMMERCIAL REAL ESTATE
DEVELOPMENT ASSOCIATION
COLORADO CHAPTER