

# How well do you know the leaders of the commercial real estate industry?

As part of CPE's June 2012 issue, celebrating our Silver Anniversary, we identified five of the industry's current leaders and asked each of them to name the industry role model that has most influenced them. How familiar are you with their accomplishments? Match the following executives with the right accomplishments and find out!

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|--------------------------|---|----------------------------|--|
| <input type="checkbox"/> |    | <b>1. David Henry</b>      | <b>a.</b> This developer expanded his company into investment management and cutting-edge leadership in sustainability.                              |
| <input type="checkbox"/> |    | <b>2. Sam Zell</b>         | <b>b.</b> This attorney-turned-CEO has helped make healthcare a sixth major food group in commercial real estate.                                    |
| <input type="checkbox"/> |    | <b>3. Jeffrey Hines</b>    | <b>c.</b> This real estate investment banking innovator led creation of new financial structures such as dual-currency transactions.                 |
| <input type="checkbox"/> |   | <b>4. Larry Dale</b>       | <b>d.</b> This real estate finance advocate worked to craft solutions for the future of the GSEs.  |
| <input type="checkbox"/> |  | <b>5. Benjamin Lambert</b> | <b>e.</b> This developer was a visionary in taking an income-property portfolio public.  |
| <input type="checkbox"/> |  | <b>6. Debra Cafaro</b>     | <b>f.</b> This mortgage banker led the establishment of the DUS program.   |
| <input type="checkbox"/> |  | <b>7. Michael Berman</b>   | <b>g.</b> This "grave dancer" has also been described as an "incredible visionary" who helped seed the mid-1990s rise of the public mega-REITs.      |
| <input type="checkbox"/> |  | <b>8. Roy Hilton March</b> | <b>h.</b> This mechanical engineer-turned-prolific developer combines building economics with great architecture, emphasizing quality over quantity. |
| <input type="checkbox"/> |  | <b>9. Milton Cooper</b>    | <b>i.</b> This real estate investment banking executive has facilitated some of the industry's highest-profile investment and finance transactions.  |
| <input type="checkbox"/> |  | <b>10. Gerald Hines</b>    | <b>j.</b> This GE Real Estate alumnus emphasizes personal relationships as a means to navigate the markets, find opportunities and craft strategies. |