

Presenting the



NATIONAL
ASSOCIATION of
REALTORS®

2010

NATIONAL COMMERCIAL AWARDS

Congratulations

to NAR members who demonstrated
their professional excellence!

This year's 2010 Commercial National Awards have been announced. These awards acknowledge commercial members who received an award in 2009/10 for professional excellence. All were nominated by an NAR Association Executive from a local commercial group that has attained Commercial Services Accreditation.



Gary Banner, CCIM, CRE

Senior Director
Commerce CRG Cushman & Wakefield – Las Vegas, NV

AWARD: 2009 Commercial Alliance Las Vegas Member of the Year

ASSOCIATION: Greater Las Vegas Association of REALTORS®

BIGGEST CHALLENGE: *Building relationships with so many banks, special services and REO managers; each bank, firm or individual has different personalities, practices and rules of the game. I've learned the new rules are: "there are no rules."*



Steven L. Guinn, CCIM, SIOR

Vice President
Highwoods Properties, Inc., Memphis, TN

AWARD: 2009 Commercial Broker of the Year

ASSOCIATION: Memphis Area Association of REALTORS®

GREATEST ACHIEVEMENT: *Completed Triad Center III, a 7-story 150,000 sq. ft. office building. It was built on an existing parking lot and has a new 3-level garage. The LEED certification process is underway.*



Beau Beery, CPM, CCIM

Vice President
Commercial Real Estate, AMJ Inc., Gainesville, FL

AWARD: Dean of Commercial Real Estate – 2009

ASSOCIATION: Florida Association of REALTORS®

BEST CAREER ADVICE: *You must never accept no for an answer. In the real estate business, we create wealth by undoing constraints. Advice given by Pau Seck Guan.*



Mark Habib

Principal
Royal Crown Group, Boynton Beach, FL

AWARD: 2009 REALTOR® of the Year

ASSOCIATION: REALTORS® Association of the Palm Beaches

BIGGEST CHALLENGE: *With 18 years in commercial real estate, I think convincing clients of the value of their business or commercial assets is still a challenge.*



Kenneth G. Block, CCIM, SIOR

Managing Principal
Block Real Estate Services, LLC, Kansas City, MO

AWARD: 2009 Allen J. Block Commercial REALTOR® of the Year

ASSOCIATION: REALTORS® Commercial Alliance of Kansas City

GREATEST ACHIEVEMENT: *I reached \$2B in career sales with the sale/leaseback of the YRC Corp. headquarters in Overland Park. It was extremely complicated and afforded me the opportunity to team with several of our firm's top associates.*



James L. Helsel, Jr., SIOR, CPM, CCIM, GRI, CRB, CRE

Broker/Owner
Helsel REALTORS® Inc., Camp Hill, PA

AWARD: 2009 Greater Harrisburg Association REALTORS®

Hall of Fame Inductee

ASSOCIATION: Greater Harrisburg Association of REALTORS®

GREATEST ACHIEVEMENT: *The past three years have been a highlight of my 35 years. As Treasurer of NAR, I've helped the NAR Leadership Team shape the industry. It's been an amazing and gratifying process.*



Harry Champ, CCIM

Vice President – Investment
National Chair – CBC Multifamily Group – East; Maitland, FL

AWARD: Wilbur Strickland Award

ASSOCIATION: Central Florida Commercial Association of REALTORS®

BIGGEST CHALLENGE: *Working with agents unfamiliar with commercial real estate transactions. It creates extra work, so I promote the benefits of taking the CCIM classes to gain a better understanding of financial analysis of commercial real estate.*



Mark A. Howe

Co-Founder/Partner
Howe/Wood & Company, North Richland Hills, TX

AWARD: Charles D. Tandy Commercial REALTOR® of the Year

ASSOCIATION: Greater Fort Worth Association of REALTORS®

GREATEST ACHIEVEMENT/CHALLENGE: *After 33 years in commercial, I recently sold an \$8M tract of land and a \$20M note. I find bank regulations that keep property values artificially high are a challenge.*



Rick Littleton, CCIM, SIOR

Vice President

R. L. Worth & Associates, San Antonio, TX

AWARD: William E. Fleming Commercial REALTOR® of the Year

ASSOCIATION: San Antonio Board of REALTORS®

BEST CAREER ADVICE: *I find that following the Golden Rule has served me well in my 24 years in the business. I recently completed a 75,000 sf lease in a new office park, but find it challenging to get transactions completed in the down economy.*



Richard Sudduth

President & CEO

First Commercial Real Estate Services, Corp., Tulsa, OK

AWARD: 2009 Commercial REALTOR® of the Year

ASSOCIATION: Greater Tulsa Association of REALTORS®

BEST CAREER ADVICE: *Always be honest and treat everyone with respect, and you will build relationships that will last a lifetime. Relationships and friendships are much more important than money and short-term gratification.*



Robert S. Mathews, SIOR

President, CEO

Colliers International, Atlanta, GA

AWARD: 2009 REALTOR® of the Year Award

ASSOCIATION: Atlanta Commercial Board of REALTORS®

GREATEST ACHIEVEMENT: *I completed a sublease of 155,000 sq ft for a downsizing client. With 26 years in the business as an office tenant rep, I find that "the harder you work, the more successful you will be."*



Doug Taatjes, SIOR, CCIM

Partner/Associate Broker

NAI West Michigan, Grand Rapids, MI

AWARD: 2009 REALTOR® of the Year

ASSOCIATION: Commercial Alliance of REALTORS® (Michigan)

BIGGEST CHALLENGE: *Weathering down markets is always a challenge. But looking for the positive in each situation enables those involved to achieve success.*



Ken Murawski

Managing Director

CB Richard Ellis, Inc., Cincinnati, OH

AWARD: 2010 Exemplary Leadership Award

ASSOCIATION: Commercial Real Estate Council of Greater Cincinnati

BEST CAREER ADVICE: *... look at life and career as a constant opportunity to keep learning, and read as much as possible.*



Pauline Tallent

Broker/Owner

Tallent & Associates REALTORS®, Winnetka, CA

AWARD: 2010 Association Honorary President

ASSOCIATION: Southland Regional Association of REALTORS®

BEST CAREER ADVICE: *My father said, "Study the subject, so that you always know more than the person with whom you are dealing; and I've done that from auto body shops to land and any facility that doesn't move!"*



Bruce Pascal

Executive Vice President

CB Richard Ellis, Inc., Washington, DC

AWARD: 2009 Broker of the Year

ASSOCIATION: Greater Washington Commercial Association of REALTORS®

GREATEST ACHIEVEMENT: *In 2009, I attained my 110th building listing agreement in Washington, DC which represents about 10% of the entire DC market.*



Nat Taylor

Taylor & McChesney, Winston Salem, NC

AWARD: 2009 Elder Statesman Award

ASSOCIATION: Winston Salem Regional Association of REALTORS®

GREATEST ACHIEVEMENT: *I assisted a Midwest client purchase a major multifamily property in Greensboro using a 1031 Exchange and helped arrange satisfactory financing.*



Francis T. Quinn, Jr.

Executive Vice President

Anthony & Company, ONCOR International, Raleigh, NC

AWARD: 2010 REALTOR® of the Year

ASSOCIATION: Triangle Commercial Association of REALTORS®

BEST CAREER ADVICE: *A great challenge is managing the diversity of clients, colleagues and transactions with collaboration that creates successful results. One approach is to develop a clearly defined business plan with strategies and tactics as well as team communication.*



Scott Welsh

President

Inland Companies, Milwaukee, WI

AWARD: 2009 REALTOR® of the Year

ASSOCIATION: Commercial Association of REALTORS® (Wisconsin)

GREATEST ACHIEVEMENT: *Helping people achieve their career goals, and navigating through some of the worst economic times without having to lay off anyone. In fact, we've added 13 employees this year. Advice: "Change is good!"*



Patterson Smith

President & Founder

Patterson Smith Company, Inc., Charleston, SC

AWARD: 2009 Charleston Commercial REALTOR® of the Year

ASSOCIATION: Charleston Trident Association of REALTORS®

GREATEST ACHIEVEMENT: *I renovated a property in Charleston in an economically depressed area which was under redevelopment. The 100-year old property will soon offer GREEN technologies, including energy saving features. I have the satisfaction of being a "real estate recycler" in order to better a property and enhance a neighborhood.*



William (Bill) Wittig, CCIM, CRS, GRI, CBR

Broker/Partner

Allison James, Iowa City, IA

AWARD: 2009 Commercial Roundtable Chair

ASSOCIATION: Iowa City Area Association of REALTORS®

BIGGEST CHALLENGE: *I believe managing cash flow and the tax consequences can be addressed by consulting with a good CPA for a plan. It is important in keeping clients and meeting their needs to be able to listen to them and be creative.*