

NATIONAL COMMERCIAL AWARDS



NATIONAL
ASSOCIATION of
REALTORS®



MONTY BERRY, CCIM
NAI Commercial Properties, Tulsa,
OK **AWARD:** 2010 Commercial
REALTOR® of the Year
ASSOCIATION: Greater Tulsa
Association of REALTORS®



GEORGE W. BOSS
Taylor & McChesney, Winston
Salem, NC **AWARD:** 2010 Elder
Statesman Award **ASSOCIATION:**
Winston Salem Regional
Association of REALTORS®
*“There is a substantial need for
a stronger background in finance
management in real estate.
Do it now!”*



LOUIS G. CHRISTOPHER
Cushman & Wakefield,
Washington, DC **AWARD:** 2010
Broker of the Year **ASSOCIATION:**
Greater Washington Commercial
Association of REALTORS®



CHARLES M. CLIFTON, CCIM
Coldwell Banker Commercial NRT,
Tampa, FL **AWARD:** 2011 Henry
Blanton Lifetime Achievement
Award **ASSOCIATION:** Florida
Gulfcoast Commercial Association
of REALTORS® *“I was able to
institute a Commercial
Information Exchange for our
association to better serve
commercial specialists.”*



G. JOSEPH COSENZA
Inland Real Estate Acquisitions,
Inc., Oak Brook, IL **AWARD:** 2011
Hall of Fame Inductee
ASSOCIATION: Chicago
Association of REALTORS®
*“Whether you are representing
people as a salesman or a broker,
or negotiating across the table
with them to purchase their
property, treat people kindly,
fairly and with respect.”*



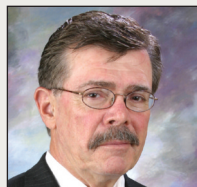
BETH CRISTINA, ALC
Stirling Properties
New Orleans, LA **AWARD:** 2010
Louisiana REALTOR® of the Year
ASSOCIATION: New Orleans Metro
Association of REALTORS®
*“Practice mindful awareness;
the ability to recognize what is
happening in the very moment it
occurs and accepting the
experience without any
judgment.”*



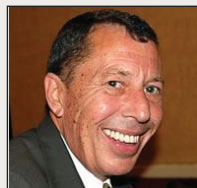
GARY CUFF, CCIM
Colliers International, Las Vegas,
NV **AWARD:** 2010 Member of the
Year **ASSOCIATION:** Greater Las
Vegas Association of REALTORS®
*“Be an agent of change! Our
business is evolving at a faster
pace than we have experienced in
many years. It can no longer be
business as usual and we must be
constantly refining how to do
things faster, easier and with less
expense than before.”*



RICHARD ELOSH, GRI, SIOR
Victory Realty Services, Columbus,
OH **AWARD:** 2010 CBR's Erika
Blumenstein Memorial Award
ASSOCIATION: Columbus Board of
REALTORS® *“Now is the time
to take on difficult and
challenging real estate courses
and professional programs. There
are affiliate organizations which
will enable you to sharpen your
skills and expand the services you
can offer your clients.”*



WILLIAM A. ESHENBAUGH,
ALC, CCIM
Eshenbaugh Land Company,
Tampa, FL **AWARD:**
2010 Florida REALTORS®
Commercial Award **ASSOCIATION:**
Florida Association of REALTORS®
*“As a land specialist for over 35
years, the Eshenbaugh firm has
emerged as an important
community influence as a result
of active involvement and
leadership throughout the real
estate community.”*



ALAN HENDRICKSON
Corporate Commercial Realty,
Melville, NY **AWARD:** 2010
NYSCAR REALTOR® of the Year
ASSOCIATION: New York State
Commercial Association of
REALTORS® *“Become an expert
in commercial real estate.
Network with REALTORS® and
select a mentor. Learn the NAR
Code of Ethics and incorporate it
into everything you do in
commercial real estate.”*



BILL HERRERA, CIPS, CRS,
TRC
Palm Pacific Realty, Inc.,
San Gabriel, CA **AWARD:** 2011
Commercial Alliance REALTOR® of
the Year **ASSOCIATION:** West San
Gabriel Valley Association of
REALTORS® *“Get connected
with NAR Commercial. The
website CommercialSource.com
is an excellent way to expose
yourself and your clients to
commercial properties on a
national scale.”*



BRETT G. HUNSAKER
Grubb & Ellis Company, Atlanta,
GA **AWARD:** REALTOR® of the
Year **ASSOCIATION:** Atlanta
Commercial Board of REALTORS®
*“Go back to the basics: meet
with your existing clients and
established relationships. Help
your peers help themselves. Stay
connected with those in our
industry looking for jobs and
work with them to help find
opportunities.”*

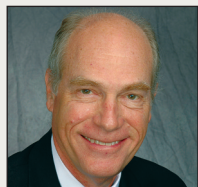


ANDREW P. JENSEN, JR.,
SIOR
The Boerke Company, Milwaukee,
WI **AWARD:** CARW 2010
REALTOR® of the Year
ASSOCIATION: Commercial
Association of REALTORS® –
Wisconsin *“Always look for
the value add you can provide
clients.”*

RECOGNITION for excellence in the commercial real estate industry this past year. All are members of REALTOR® associations that have NAR's Commercial Services Accreditation.



EDWARD KEARNEY, CCIM
Kearney Commercial Realty, Inc.,
West Palm Beach, FL **AWARD:**
2010 REALTOR® of the Year
ASSOCIATION: REALTORS®
Association of the Palm Beaches
*“Persistence, persistence,
persistence. Put yourself in the
prospect’s shoes and think of
what you would do or want if
roles were reversed.”*



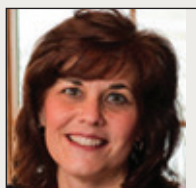
RONALD KOHN, CCIM
Kohn Commercial, Miami, FL
AWARD: Commercial REALTOR®
of the Year **ASSOCIATION:** Miami
Association of REALTORS®
*“Be a person of integrity and a
helpful part of the community.
Be positive. In serving others,
you will serve yourself.”*



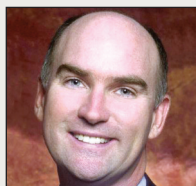
DAVID MAYBANK, III, CCIM
Maybank Properties, LLC,
Charleston, SC **AWARD:** 2010
Charleston Commercial
REALTOR® of the Year
ASSOCIATION: Charleston Trident
Association of REALTORS®
*“I have spent the better part of
two decades participating in
various industry organizations
and non-profits while at the same
time pursuing my real estate
career. I believe that my service to
the community combined with
my commitment to the
commercial real estate industry
led to this award.”*



RICHARD W. MEGINNIS, SIOR
NAI FMA Realty, Lincoln, NE
AWARD: Commercial REALTOR®
Service Award **ASSOCIATION:**
REALTORS® Association of
Lincoln *“I strive to be a
consultant to my clients.
I’m in the business of listening,
understanding and adding value
that goes beyond the typical
brokerage services. Also, being an
“expert” means sharing knowledge
and expertise for the industry.”*



TERESA MORROW, CCIM
Blank & McCune, the Real Estate
Company, Iowa City, IA **AWARD:**
2010 Presidential Merit Award
ASSOCIATION: Iowa City Area
Association of REALTORS®
*“Organizing a regional
commercial roundtable was
instrumental for creating value
for commercial brokers and
agents. Networking with
government officials and
understanding the issues brings
greater value to the clients we
serve as well as enhances the
image of REALTORS® in the
community.”*



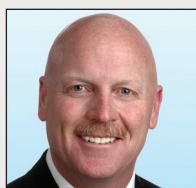
LOU NIMKOFF, CCIM, CPM
Brio Real Estate Services, Winter
Park, FL **AWARD:** 2010 Wilbur
Strickland Award **ASSOCIATION:**
Central Florida Commercial
Association of REALTORS®
*“Stick to one area of focus –
either by geographic area or
property type. Nobody can be an
expert in “everything” and if you
try to be, you won’t be recognized
for anything.”*



JOHN C. SHEPLER, CCIM
Shepler Commercial, LLC, Santa
Fe, NM **AWARD:** CCIM
Designation Recipient
ASSOCIATION: Santa Fe
Association of REALTORS®
*“Take the time to do your
homework well. The more
knowledge you can consistently
bring to all your commercial real
estate situations, then the more
assignments and specifically, the
better quality assignments will
come your way.”*



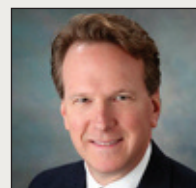
DANIEL E. SIGHT, CCIM
Reece & Nichols Corporate,
Leawood, KS **AWARD:** KCRAR
Commercial REALTOR® of the
Year **ASSOCIATION:** Kansas City
Regional Association of
REALTORS® *“Learn. Be honest.
And follow up.”*



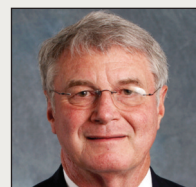
DUWAYNE DUKE SUWYN, CCIM, SIOR
Colliers International, Grand
Rapids, MI **AWARD:** 2011
REALTOR® of the Year
ASSOCIATION: Commercial
Alliance of REALTORS® *“Find
creative solutions to complex
transactions and always remain
active in the community.”*



BRAD TOOTHAKER, CPM
CB Richard Ellis/Bradley, South
Bend, IN **AWARD:** 2010
REALTOR® of the Year
ASSOCIATION: Indiana
Commercial Board of REALTORS®
*“Become transactional and treat
every property like a business in
itself. Understand each property
integrates capital, expense
management and revenue
streams. These are the three
components to the commercial
real estate industry.”*



KELLY TRUITT, CCIM, CPM
CB Richard Ellis - Memphis, TN
AWARD: MAAR Commercial
Council 2010 Broker of the Year
ASSOCIATION: Memphis Area
Association of REALTORS®
*“Persevere through the tough
times! It’s a great industry and
it’s worth it.”*



SMEDES YORK
York Properties, Inc.,
Raleigh, NC **AWARD:** 2011
Commercial REALTOR® of the
Year **ASSOCIATION:** Triangle
Commercial Association of
REALTORS® *“Don’t try to do
everything on the computer -
remember the value of a
personal touch.”*