

Developing Leader Profiles . . . People you Need to Know



Name: Aaron Rosdal

Company: Prologis, Inc.

Position: Senior Leasing Manager

Age: Pretty personal. I'm 83, but I look younger.

Education: BBA from Emory University, Goizueta Business School; MBA from DePaul University, Kellstadt Graduate School of Business

Years in Real Estate: 9

1. What are your current responsibilities and background?

My current responsibilities include leasing, disposition, and some acquisition work for the Prologis Chicago portfolio. My portfolio is approximately 12 million square feet, which comprises warehouse, distribution, and manufacturing facilities in I-88, Central DuPage, and O'Hare. Prior to joining Prologis I



was a Tenant Representative at JLL. I feel very fortunate to work for two prestigious companies that have enabled me to see the business from both a brokerage and owners perspective. As much as I'm grateful for my real estate career, my favorite job was playing baseball in Israel. In 2007 I was a part of the first and last season of the Israel Baseball League. I still hold the record for worst batting average and fewest fans (it was three, but my grandma recently told me I disappointed her and she's moved on).

2. Who has been the biggest influence in your career so far?

I've been fortunate to have several influential people throughout my career. First and foremost, my parents who are both self-made professionals that taught me the meaning of hard work and dedication. Regardless of the state of their business, good or bad, they always left work at the office and showed up for their friends and family. Carter Andrus has served as a mentor for almost 4 years and has taught me a considerable amount about Prologis, Chicago Industrial, and Leadership. Jim Neswold took me under his wing almost 9 years ago and helped accelerate my passion and enjoyment for working in industrial real estate. Charles Wurtzebach was the best professor I've had and he challenged me to broaden my understanding of the analytical side of real estate.

3. What are the three most important qualities you think a real estate young professional should possess?

The three most important qualities I believe a real estate young professional should possess are: integrity, strong communication skills, and a positive attitude.

4. What is the most important lesson you have learned during your career thus far?

The most important lesson I learned is to have a positive attitude no matter what. People enjoy working with or for someone that remains upbeat, confident, and optimistic about whatever is placed in front of them. It also helps me not take myself too seriously.

5. Where do you see yourself in 5-10 years?

In 10 years I see myself having better hair than the Staubers, an adjunct professor role at a university teaching real estate, and probably playing baseball in Israel.

6. How long have you been involved with NAIOP and what do you view as the benefits of your NAIOP Developing Leader membership?

I've been involved with NAIOP for many years. Originally it was attending networking events or speaker series. In the past year I joined the Developing Leaders Board and I believe the benefits include incredible networking events, unique and educational speaker series, mentorship opportunities, and most importantly, closer access to Tony Pricco.

7. What networking advice can you offer young professionals to help advance their careers?

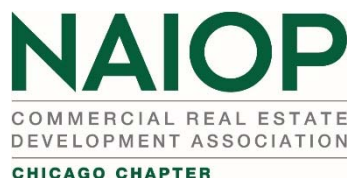
I'd say be open minded and put yourself out there to meeting new people. It's always easy to go to these events and hang out with your friends, but at the next event walk up to someone new and introduce yourself. Or ask a friend to introduce you to a couple new people. And if you like someone, follow up. Write a little thank you note or make a quick phone call. People will remember the little things. Also, I find taking selfies with people I don't know and or photo bombing goes over really well.

8. Outside of work, how do you enjoy spending your time?

I enjoy spending time with my wife and son. We love walking around and being tourists in our own city. I enjoy traveling, especially if it's to a country or city I've never been. I also enjoy reading the Economist, playing the harmonica, dancing the Hora, and writing emails from Jim McGill when he leaves his computer unlocked.

9. What's your favorite building in Chicago?

My favorite building in Chicago is the Dave & Busters building off Wells. Three levels of gaming fun, right in the city. It also has very normal, unimpressive looking exterior design features. My second favorite building is Tribune Tower. I love the history, location, and infrastructure. I also appreciate that they've used artifacts from historical events and incorporated them into the design of the building.



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