

Developing Leader Profiles . . . People you Need to Know



Name: Scott Benedetto

Company: CenterPoint Properties

Position: Senior Analyst, Investments

Age: 26

Education: B.S., Business Administration, Finance & Real Estate, Marquette University

Years in Real Estate: 4

1. What are your current responsibilities and background?

Underwriting and modeling of prospective industrial acquisitions in major West Coast port and intermodal markets.

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

My father -- I grew up touring buildings and seeing the deals he was involved with which drew my interest in the business early on. He has been instrumental in my success thus far and has guided me through life's obstacles.

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

1. Strong work ethic: Pay attention to details and be willing to learn and adjust on the fly quickly to get the job done.
2. Understand the numbers: You have to be able to know and explain how the deal is structured and how to adjust as problems arise. The business continues to institutionalize and is putting greater emphasis on the financial aspect as large capital sources look to real estate in the current low yield environment.
3. Ask questions: If you don't ask, you won't learn and you will most likely waste people's time.

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

The business is constantly evolving and you have to be able to change direction quickly and keep moving forward.

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

Growing with CenterPoint as it continues to evolve into a \$5 - \$10 billion national platform.

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

I have been involved with NAIOP since I graduated college and was fortunate enough to attend NAIOP's National event in 2011 while at Marquette, where I initially met the CenterPoint team. The membership provides direct access to networking opportunities with industry experts much smarter than me!

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

Begin networking and building your personal brand as soon as possible. It's a small world and you never know who you might run into and the opportunities it might present.

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

I enjoy spending time and traveling with friends and family, biking and golfing.

9. What's your favorite building in Chicago?

McCormick Place: 1.3 million SF in the heart of the city that hosts massive conventions and draws millions of visitors annually.

NAIOP

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