

## Developing Leader Profiles . . . People you Need to Know



**Name:** Kevin Brennan

**Company:** Brennan Investment Group

**Position:** Vice President

**Age:** 29

**Education:** B.S., Economics, University of Wisconsin - Madison

**Years in Real Estate:** 8

**1. What are your current responsibilities and background?**

I am responsible for sourcing acquisition and development opportunities throughout the U.S., with a primary focus on the Midwest. I started my career in 2009 at Brennan as a research analyst, assisting our partners develop our investment strategy the year leading up to our official launch in 2010. From there, I took on an analyst role, helping our investment officers underwrite new opportunities. I then joined Prologis in 2011 as an analyst supporting several markets in the Central Region on new developments and acquisitions. Two years later, I returned to Brennan and have been there since.

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

I have been fortunate to work with a number of incredibly talented people throughout my career but the two who have had the greatest influence on me have been Michael Brennan, Brennan Investment Group and Jim McGill, Prologis. Both have been instrumental in my development as a real estate professional and I am grateful to have had the opportunity to learn from both.

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

1. Passion
2. Resilience
3. Patience

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

I will borrow a quote from Professor James A. Graaskamp: "The successful real estate deal is nothing more than a series of crises tied together by a critical path." Simple but true.

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

Continuing to grow as a real estate professional.

**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 for 7 years. NAIOP provides a number of benefits but the most beneficial for me has been the relationships I have built throughout my time as a member.

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

Strive to learn and continue developing relationships. This is a cyclical business but these are two things we all have control over.

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

Golf, trying new restaurants with my wife, and working out.

**9. What's your favorite building in Chicago?**

The Chicago Board of Trade Building.

# NAIOP

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