

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



**Name:** Casey Baird

**Company:** Duke Realty

**Position:** Leasing Representative

**Age:** 29

**Education:** University of St. Francis (Joliet, IL)

**Years in Real Estate:** 6 years

**1. What led you to work in the Real Estate industry? Describe your current responsibilities:**

I was first introduced to the Real Estate industry through a college professor. My professor was able to connect me with someone in the business that I was fortunate enough to begin working with upon graduation. Currently I'm a Leasing Representative at Duke Realty, where I am responsible for the leasing of our industrial portfolio and chasing new development opportunities.

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

I have worked with some very intelligent and successful people in my career and every one of them has helped shape me as a professional, but the single greatest influence to-date has been my father, Chris Baird.

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

Leasing and Development.

**4. 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 2011 and the two biggest benefits of a NAIOP Developing Leaders membership, in my opinion, are the educational sessions and the networking events which have given me the opportunity to cultivate relationships with other young, talented professionals in the industry.

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

Personable, persistent, and resilient.

**6. What is the most important lesson you have learned during your career?**

It is imperative that you conduct yourself with integrity. People don't want to do business with people that they don't trust or respect.

**7. What is the best piece of professional advice you have been given?**

It's a tight-knit industry, don't burn any bridges.

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

I enjoy traveling and spending time with my family. I'm the youngest of six children and currently have nine nieces and nephews!

**9. Where is your favorite place in the City?**

Bavette's

# NAIOP

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