

Developing Leader Profiles . . . People you Need to Know



Name: Thomas Grusecki, Jr.

Company: JLL Capital Markets

Position: Vice President, Industrial

Age: 29

Education: The University of Chicago Booth School of Business, MBA Candidate; Miami University, B.B.A. in Finance

Years in Real Estate: 6 years

- 1. What led you to work in the Real Estate industry? Describe your current responsibilities:**
A growing interest in the ever-changing field, coupled with family ties, led me to the real estate industry in Chicago. After spending time throughout JLL and LaSalle Investment Management in portfolio and office sales, international capital, and acquisitions, I am focused on industrial investment sales across the Midwest.
- 2. Who has been the biggest influence in your career?**
I have been fortunate to work alongside a number of incredibly talented people throughout my career, but the ones with the greatest influence on me have been John Huguenard, Lucy Fletcher, and Peter Harwood at JLL and Paul White and Nick Firth at LaSalle. Each has been instrumental in my development as a real estate professional and continue to challenge me. Also, I would be remiss to not acknowledge the invaluable career mentoring from my wife, father, and family.
- 3. Where do you see yourself in 5-10 years?**
In 5-10 years I see myself continuing my growth as a professional and investor in real estate.
- 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 actively involved with NAIOP for over 6 years and my Developing Leader membership has provided me with educational tools and an unparalleled, and expanding, network of great friends and clients in the industry.

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

I have learned that so much of this business is outlasting the person next to you. The three most important qualities I think a young real estate professional should possess can all be self-taught:

- Hard work ethic
- Desire to learn
- Ability to handle the tough lessons

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

The most important lesson I have learned during my career is to listen more and talk less. It's hard to learn anything while you're talking.

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

My best networking advice for young real estate professionals to help advance their careers is to get uncomfortable and find the confidence to break away and meet new people. Whether this is at industry events or by following the never eat alone rule, it is rarely an easy task but you never know who will be your next client and friend.

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

Outside of work and school, I enjoy spending my time with family and friends, on a golf course (although my game is nicely described as "progressing"), or running/biking on the lakefront.

9. What's your favorite building in Chicago?

My favorite building in Chicago is the Chicago Board of Trade Building, a classic view down LaSalle Street and economic symbol for the city.

NAIOP

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