

Developing Leader Profiles . . . People you Need to Know



Name: Maggie Tullier

Company: Prologis

Position: Leasing Associate

Age: 29

Education: Saint Xavier University

Years in Real Estate: 5

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

As I finished my bachelor's degree, I intended to go into the finance sector but wasn't exactly sure what I wanted to do. I interned throughout my senior year in an accounting role and accepted a full time position as a Mutual Fund Accountant prior to graduating. I quickly realized that this wasn't a position I could see myself in long-term and an opportunity opened up at Prologis for an Assistant Property Manager. I had never thought about getting into Industrial Real Estate, but the role seemed interesting and challenging and I left my accounting job after 4 months to join Prologis. In the 3.5 years that I worked in Property Management, I learned how to interact with customers, how the assets function, and the fundamentals of lease agreements. I transitioned to my current role as a Leasing Associate in October 2018 and am responsible for all aspects of leasing an 8.5M square foot industrial portfolio in the O'Hare submarket of Chicago.

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

Interacting with the entire Prologis Chicago team over the last 5 years has been a great influence in my career – it's been a privilege to have access to the depth of knowledge that is available in our office. In particular, Kate Rutherford, Sean Olvany and Jeff Folkmann have been constant sources of guidance both personally and professionally.

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

First and foremost, hopefully out of quarantine! I see myself continuing on my current career path at Prologis and taking on additional responsibilities. I hope to one day take on a leadership role at Prologis.

4. 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 almost 2 years and I attend as many events as I can. The greatest benefit of my DL membership is the ability to participate in the annual Mentorship Program. I participated last year and we recently kicked off this year's program, which for the time being, will be virtual. Both years I've been paired with wonderful mentors who offer fantastic insights, connections and advice that I've used and will continue to use throughout my career.

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

The ability to develop relationships easily, strong communication skills, and being responsive.

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

"Do the things first that keep you out of trouble" and "There's no award for the best vacant building".

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

Participate in structured programs like the NAIOP Mentorship Program. It forces you to meet and interact with others and helps develop your network. Once you know a few people, connecting with others at events gets easier and easier.

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

I enjoy spending time with my husband and 11 year old son. We live in Lincoln Park and often take long walks around the city looking at homes or buildings while enjoying the beauty and history that Chicago has to offer. I also enjoy cooking Sunday dinners for my family.

9. What's your favorite building in Chicago?

1010 Foster Avenue in Bensenville, Illinois - it's a beautiful 306,918 SF industrial building with DuPage County taxes and is currently available for lease. The Carbide and Carbon building on Michigan Avenue is a close second.

NAIOP

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