



BANKER & TRADESMAN'S

NEW LEADERS 2010

shaping tomorrow today.

THE FINAL CUT

THE FUTURE IS ALREADY HERE

The financial and real estate markets in Massachusetts are undergoing terrific stress, and they may bend in ways permanent and unexpected. Who, we wondered, will be the next generation of visionaries and achievers tasked with forging the path through this altered landscape? Who will be the new leaders of our future?



Earlier this year, we set out to find some of those people. We asked our readers to nominate candidates they deemed worthy of this accolade. The response was stunning. Scores of nominations came our way, and it was clear that the Bay State has a breadth of talent that is inspiring.

We spent weeks whittling through the applications to cull what we believe are the best of this year's nominees. These new leaders are at the forefront of cutting-edge companies, are their firm's top performers, are entrepreneurs with a bent for innovation. Their work is at the center of their organization's growth.

But they've all also found ways to give back to their larger communities, participating in numerous extra-curricular activities and charities. They're leaders not just because of their business contributions, but also because of their contributions to the welfare of us all.

It's usually hard to predict the future. In this case, though, the future is already here, already laying the groundwork for our economy in the years to come. Our future is embodied in those who are taking us there, in the New Leaders of our industries.

Vincent Michael Valvo
Group Publisher & Editor-in-Chief

Anthony Lamacchia



AGE: 29
TITLE: BROKER/OWNER
COMPANY: MCGEOUGH LAMACCHIA REALTY INC.
COMPANY LOCATION: WALTHAM
RESIDENCE: WATERTOWN

2010 NEW LEADER

CAREER HIGHLIGHTS:
March 2009: opening the doors to our new Independent Brokerage.

COMMUNITY INVOLVEMENT:
We currently sponsor a Watertown Youth Baseball team, along with donating and supporting numerous charity organizations, like Homes for our Troops and Children's Hospital Boston.

BIGGEST SUCCESS:
2010 was a great growth year. We made tremendous progress within our organization. We trained and added over 10 new staff members and are now ready for an even bigger 2011! In addition to our regular sales we completed over 150 short sales -- most of which were for borrowers who would have ended up being foreclosed on. Short sales are a lot more work than a regular sale, but with all the distressed homeowners out there we were forced to master them and we have.

DREAM JOB:
I am doing it! I thoroughly enjoy running and building our company along with my business partner and friend, John McGeough. This market is challenging but we have so far navigated it fairly well considering we are continuing to grow.

IF YOU WEREN'T DOING THE JOB YOU'RE DOING NOW, WHAT WOULD YOU DO?:
To be honest, I am not sure, considering I cannot imagine myself doing anything else. I have been interested in all facets of real estate since a very young age. If I did not own a brokerage I would probably be building homes and investing in real estate.

If I did not own a brokerage I would probably be building homes and investing in real estate.

Michelle Riviello



AGE: 30
TITLE: DIRECTOR OF OPERATIONS
COMPANY: AMERICAN PROFIT RECOVERY
COMPANY LOCATION: MARLBOROUGH
RESIDENCE: SOUTH BOSTON

2010 NEW LEADER

CAREER HIGHLIGHTS:
Upon graduation, I was hired as director of recruitment and training for J&L Marketing where I managed over 100 promotion coordinators nationwide. After three successful years there, I joined APR 10 months after they opened their doors. At the time, we had five employees in two locations; we now have 57 employees in four offices. My responsibilities have grown daily and I support all departments at APR in various ways.

COMMUNITY INVOLVEMENT:
I volunteer with the Junior League of Boston and am serving my second year as co-chair of the JLBoston Events Committee which provides volunteers for numerous charitable events throughout Boston. I am active in the University of Dayton Alumni chapter and participate in their volunteerism activities. I organize all corporate charity initiatives including Making Strides, PLANET Day of Service, Adopt-a-Family, ACA Collector Challenge and Summer Charities of Choice for APR.


BIGGEST SUCCESS:
My biggest success has been helping to make APR a respected name in our industry and community. As a six-year-old company we have been named Best

Places to Work in Collections three years in a row, been honored with Collection Professionals of the year from our ownership team and were recently recognized by our industry for our social media plan. We have raised over \$25,000 for the prevention and treatment of cancer and spent numerous volunteer hours and thousands of dollars helping other causes important to our team.

DREAM JOB:
Besides general manager of the New York Yankees? Operations and APR have been a great fit for me as my current position allows me to dabble in many different facets of a company on a daily basis. From Customer Service to Sales to Human Resources, I get to take care of the behind the scenes details yet also be the face of our company for many of our marketing initiatives.

IF YOU WEREN'T DOING THE JOB YOU'RE DOING NOW, WHAT WOULD YOU DO?:
It's very difficult for me to answer this question as I feel like APR has allowed me to create the perfect position for me while still allowing it to evolve to fit my changing needs and wants. I've had the opportunity to truly grow up with this company.

Ryan M. Hayes




AGE: 28

TITLE: RESIDENTIAL LENDING MANAGER

COMPANY: LEADER BANK, N.A.

COMPANY LOCATION: ARLINGTON

RESIDENCE: BACK BAY, BOSTON



2010 NEW LEADER

CAREER HIGHLIGHTS:
As a residential lending manager, I oversee the retail lending operation for Leader Bank’s Needham office. I actively work with branch and executive management to facilitate operations responsible for almost \$1 billion dollars in residential real estate lending this year. I draw on my previous experience as secondary market manager, loan officer, and processor to allow me to manage with a comprehensive view on residential lending.

COMMUNITY INVOLVEMENT:
I currently sit on the board of Alex’s Team Foundation, a local charity that raises money for pediatric cancer research. I chair the Foundation’s annual golf tournament, raising money for fellowship and grant programs. These programs support nurses and doctors specializing in pediatric oncology at Harvard Medical School. I also enjoy volunteer-coaching for the Bradford Ski Team.


BIGGEST SUCCESS:
My success can be seen through the success of Leader Bank. Over the last two years, Leader Bank has grown into a major player in residential lending in Massachusetts. Our residential lending platform has grown to over \$1.5 billion

while upholding tight underwriting standards and strong ethical standards. I am proud to have played a significant role in the growth and performance of the bank.

DREAM JOB:
I have been lucky to find my way to Leader Bank. The lending industry is a constantly changing environment, and being able to think, problem solve and implement change on a daily basis is incredibly rewarding. Working for a young growing company and personally shaping the success of the organization I work for is all you could ever ask for in a job.

IF YOU WEREN’T DOING THE JOB YOU’RE DOING NOW, WHAT WOULD YOU DO?:
I love working in residential real estate industry. I would continue exploring other parts of residential lending such as capital markets or real estate investment.

Tina Marie Bacci




AGE: 34

TITLE: CHIEF OPERATING OFFICER

COMPANY: RESIS (REAL ESTATE SALES INTEGRATION SOLUTIONS)

COMPANY LOCATION: BOSTON

RESIDENCE: BOSTON



2010 NEW LEADER

CAREER HIGHLIGHTS:
My partner, Wayne Lopez, and I have been working together for 10-plus years. We’ve worked at two other firms together and this past year we started our own firm. In the last year we’ve built an amazing team and have worked on projects from New England to Europe.

COMMUNITY INVOLVEMENT:
I’m involved in ULI and serve on the Marketing Committee at NAIOP. I write for various communications journals, and I teach courses in business communications and writing with technology. I’m also involved in Association for Business Communication and Rhetoric Society of America and travel around the country speaking about communicating with technology.


BIGGEST SUCCESS:
We’ve built a system that combines the best of traditional marketing with innovative technology solutions, while building an organization that maximizes personal strengths and values team pride and participation. Also, I recently earned my PhD in Writing & Rhetoric—that was tough to do while juggling so many projects and it’s something I’m very proud of.

DREAM JOB:
We get to work with all kinds of developers and on all kinds of projects, but my favorite jobs are when I get to work with developers that are genuinely focused on building better communities and who have a passion for sustainability and universal design.

IF YOU WEREN’T DOING THE JOB YOU’RE DOING NOW, WHAT WOULD YOU DO?:
I’d teach at a research university full-time and spend more time researching and writing on technology’s effect on how we think and communicate and on ways of mapping spaces socially and cognitively.

I recently earned my PhD in Writing & Rhetoric—that was tough to do while juggling so many projects and it’s something I’m very proud of.

Michael R. O’Leary



AGE: 32

TITLE: VICE PRESIDENT

COMPANY: FHO PARTNERS

COMPANY LOCATION: BOSTON

RESIDENCE: COHASSET



2010 NEW LEADER

CAREER HIGHLIGHTS:
Despite the economic downturn, I doubled my business as measured by total volume of deals. I also coordinated several “career milestone” transactions. For one regional law firm, I reduced my client’s rent by 77 percent by acting quickly to capitalize on market conditions.

COMMUNITY INVOLVEMENT:
While my career is important, giving back to the community is, too. Annually, I coordinate a team that raises money for National Ovarian Cancer Coalition and in addition work with the Commercial Brokers Association in their work with Caritas Communities. With time and focus, I hope to continue to be a developing leader in FHO Partners and the CRE industry.

BIGGEST SUCCESS:
For a new landlord client in Reading, I and our team at FHO Partners were able to fill an empty building to 100 percent capacity in 15 months during the worst recession since the Great Depression.


DREAM JOB:
I love what I do. I work with a team of professionals that make my job overwhelmingly enjoyable. In addition, I

enjoy daily interactions with our clients, getting new business meetings, and the challenges that each transaction presents to FHO Partners.

IF YOU WEREN’T DOING THE JOB YOU’RE DOING NOW, WHAT WOULD YOU DO?:
If I were not involved in commercial real estate – ideally I would like to run my own charter fishing business.

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Al Becker




AGE: 39

TITLE: DIRECTOR OF MARKETING

COMPANY: JACK CONWAY & COMPANY, INC.

COMPANY LOCATION: NORWELL

RESIDENCE: NORWOOD



2010 NEW LEADER

CAREER HIGHLIGHTS:
As director of marketing, I work with company leadership, sales managers and agents to sell the Conway brand and services. Previously I worked for 15 years in the newspaper business in various roles, my last being managing editor of a daily newspaper and several weeklies. Working for a 54-year old company, alongside its founder and Chairman, Jack Conway, and current, CEO Carol Bulman, is both exciting and rewarding.

COMMUNITY INVOLVEMENT:
Athletics are important to me. I played baseball on back-to-back Yawkey League Championship teams in 2008-09 with the West Roxbury Bluefish. I’ve coached basketball for many years at different age levels. I serve on the Board of Directors of the Norwood Basketball Association. I was Coach of the Year for the organization in 2008, and two of my teams were selected Team of the Year. I serve on the board of Conway’s Charity Golf for the Homeless tournament.

BIGGEST SUCCESS:
I am most proud of the way my team and I have been able to implement change in the areas of digital and online marketing and branding. In June we launched

the next generation of jackconway.com, which included an upgraded look and technology. In 2010 we rolled out many new marketing programs to help our agents assist their customers. Providing the leadership to get those jobs done is my biggest success at Conway.

DREAM JOB:
I’d love to coach college basketball. To be able to evaluate and recruit talent, get everyone on the same page and motivate them work together would be exciting. Plus you get free sneakers and warm-ups.

IF YOU WEREN’T DOING THE JOB YOU’RE DOING NOW, WHAT WOULD YOU DO?:
For me, this job at Conway is a perfect fit. But I know I could help companies or businesses that could use advice and ideas on how to market themselves more effectively.

Bill Prendergast



AGE: 32

TITLE: PRINCIPAL

COMPANY: INTEGRATED PROPERTIES, INC.

COMPANY LOCATION: BOSTON

RESIDENCE: DOWNTOWN BOSTON



2010 NEW LEADER

CAREER HIGHLIGHTS:
The highlights of my career are when I was awarded second-closest to portfolio budget as a third year property manager with a portfolio in excess of 2 million square feet, and working as project manager for 131 Dartmouth St., a Boston office and retail building approximately 400,000 square feet in size with a budget of over \$150 million.

COMMUNITY INVOLVEMENT:
I regularly volunteer at local soup kitchens, participate in many local charity events, provide support for the St. Jude Children’s Research Hospital on a monthly basis and am actively involved in Salve Regina University’s (my alma mater) fundraising efforts.

BIGGEST SUCCESS:
I consider my biggest success to be applying what I learned at Heritage Property Investment Trust to start my own real estate company, Integrated Properties, alongside my uncle, Robert Prendergast, at the age of 28.

DREAM JOB:
Rock star

IF YOU WEREN’T DOING THE JOB YOU’RE DOING NOW, WHAT WOULD YOU DO?:
I would pursue a career as a band manager and/or talent agent for a major record label. This could also be considered a dream job, but it is something I would have pursued if I had not found my interest in real estate.

I regularly volunteer at local soup kitchens, participate in many local charity events, provide support for the St. Jude Children’s Research Hospital on a monthly basis and am actively involved in Salve Regina University’s (my alma mater) fundraising efforts.

Tommy Corbett



AGE: 26

TITLE: SALES CONSULTANT

COMPANY: COLDWELL BANKER RESIDENTIAL BROKERAGE – THE CORBETT GROUP

COMPANY LOCATION: CHARLESTOWN

RESIDENCE: CHARLESTOWN



2010 NEW LEADER

CAREER HIGHLIGHTS:
Without a doubt, the highlight of my career has been the opportunity to work every day with my wife and business partner, Betsy. We’ve made it into a family business. Our most significant highlight has been our ability to grow our business to 5 times what it was in 2009 despite the challenging real estate market.

COMMUNITY INVOLVEMENT:
I’m group leader in United Way’s Emerging Leaders Program, which helps the city’s youth launch social entrepreneurship ventures. I am also a volunteer for Boston’s Shine a Light on Lung Cancer Campaign and at the Pine Street Inn homeless shelter.

BIGGEST SUCCESS:
It’s easy to think of a few of our larger deals. However, we often gain a more lasting sense of achievement from the extremely challenging, but less financially rewarding transactions because they test our wit, patience, and problem solving abilities. One transaction, in particular, comes to mind. Before we agreed to take the listing, the property had been on the market for about two years and listed by several different brokers. The property values in the area had decreased 10-15

percent since the sellers purchased it a short two years earlier. We marketed it for about six weeks and found a well-qualified buyer. However, we still had to navigate some large inspection issues and, in order to qualify our client’s unit for a government loan program, we had to lead the condo association through an organizational and financial transformation. When it finally closed, we felt like we had climbed Everest!

DREAM JOB:
My goal is to own and operate a residential and commercial development company with projects throughout New England.

IF YOU WEREN’T DOING THE JOB YOU’RE DOING NOW, WHAT WOULD YOU DO?:
There are so many different jobs that interest me. However, if I had to pick a new career path outside of the real estate industry, I would go back to school and become a copywriter for an advertising agency. I’d enjoy the creative challenge of boiling communication down to its most essential pieces.

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CONGRATULATIONS

Special congratulations to our colleague
Michael O’Leary
for being named one of Banker & Tradesman’s
New Leaders for 2010



Kristin M. Langone



AGE: 33
TITLE: EXECUTIVE DIRECTOR
COMPANY: THE MASSACHUSETTS MORTGAGE BANKERS ASSOCIATION
COMPANY LOCATION: BOSTON
RESIDENCE: BOSTON

2010 NEW LEADER

CAREER HIGHLIGHTS:
Before joining The Mortgage Bankers Association in October, I was with the Greater Boston Real Estate Board for three years where my focus was education and business development. One of the highlights of my time there was my work on sustainable energy specifically how it impacted the Real Estate Market in Mass. At GBREB, I created a curriculum with ICF international project manager, Mike Berry, around ENERGY STAR programs in Mass. I began my career in former Boston City Councilor Jerry P. McDermott’s office as his chief of staff. There I learned how this fantastic city operates and all of the heart it takes to run it. Councilor McDermott had post-audit and economic development as his committees which gave me a true understanding of how budgets work and what needs to happen to produce real growth.

COMMUNITY INVOLVEMENT:
Over the last three years I have worked with the Mass Coalition for the Homeless in Lynn. This is a statewide organization run by Robyn Frost, that provides education, counseling and financial support to those most at risk of losing their homes. Identifying that children are the largest homeless population we have in Mass., the coalition goes into public schools and com-

munity health centers trying to reach those most at risk before they lose the housing they have.

BIGGEST SUCCESS:
In the Allston/ Brighton area, as with the rest of the city, we were dealing with an epidemic of drug use. I co-chaired the Allston Brighton Substance Abuse task force as we began making a difference one person at a time. My biggest success came in my work on Sober High Schools, Sobriety High, while I was in Councilor McDermott’s office. This issue crossed party lines and for the first time I saw both the Democrats and Republicans make something happen because it was just that important. Within less than three years, Mass. was able to put everything in place for a sober high school.

DREAM JOB:
Eventually I want to become a developer and finance my own projects. I have lived in Boston all of my life and witnessed massive change to the landscape of the this city. I want to be involved in shaping what the next 100 years will look like.

IF YOU WEREN’T DOING THE JOB YOU’RE DOING NOW, WHAT WOULD YOU DO?:
Big-wave surfing in Ireland.

Lisa Nickerson



AGE: 37
TITLE: PRINCIPAL
COMPANY: NICKERSON PR
COMPANY LOCATION: NEWTON
RESIDENCE: WAYLAND

2010 NEW LEADER

CAREER HIGHLIGHTS:
I started my career in the real estate industry as a residential broker while attending Boston College. Several years later, I joined The Codman Co. as a leasing broker and later became an investment sales broker. I founded Nickerson PR in 2003 with the purpose of bridging the disconnect often found between landlords, developers, brokers and the companies who support them.

COMMUNITY INVOLVEMENT:
Community involvement is a cornerstone of Nickerson. We formed “Team Nickerson” to encourage employees and friends to join us in raising money for various local causes. I have been a board member of Housing Families Inc. for the past seven years and led its Development Committee. I am an active member of the Joshua Frase Foundation and Juvenile Diabetes Research Foundation. I was previously involved with the Glen Foley Wings Foundation and a board member of Wayland Weston Pop Warner and Boston Medical Center’s “The Kids Fund.”

BIGGEST SUCCESS:
Each successful campaign is my “biggest success.” We work hard to stay ahead of the curve and make great recommendations to our clients. Balancing continu-

ing education in both real estate and PR, leading my team and executing successful marketing and communications campaigns, while simultaneously making time for my children, family and friends are both my biggest challenge as well as my greatest success.

DREAM JOB:
I currently have my dream job. I love using my background and knowledge in the sales and real estate industries to promote my clients and assist in making key introductions. I enjoy attending industry events and connecting with friends and colleagues. Connecting people and “making things happen” is a great high.

IF YOU WEREN’T DOING THE JOB YOU’RE DOING NOW, WHAT WOULD YOU DO?:
In my spare time, I am a landscape-fanatic. Without question, if I wasn’t in PR, I would be a landscape architect. I not only enjoy perennial landscaping my own yard, but those of my friends and neighbors too! I have also rehabbed several homes inside and out. I find it extremely satisfying to take something “not so great” and make it beautiful.

On behalf of the Board of Directors,
Management and Staff of Leader Bank:

Congratulations

on being selected as a

NEW LEADER

by the readers of Banker & Tradesman



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*Residential Lending
Manager*

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*NE Moves Mortgage congratulates the
appointment of Kristin Langone as the
incoming Executive Director of the MMBA.*

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Breaking News!



Al Becker, Director of Marketing
for Jack Conway, Realtors,
Receives B&T’s 2010
New Leader Award!

Congratulations Al from
all of your colleagues
and friends in Conway Country.

You’ve made us proud!



www.jackconway.com

Jed Lowry



AGE: 38

TITLE: DIRECTOR OF ASSET MANAGEMENT

COMPANY: LENNAR

COMPANY LOCATION: HINGHAM

RESIDENCE: DUXBURY



2010 NEW LEADER

CAREER HIGHLIGHTS:

As the director of asset management for Lennar’s Northeast Urban division my responsibilities have varied greatly. Over the years my focus has moved from asset management to permitting, directing architectural plan and specification development, establishing local operations, managing development efforts, and sourcing and analyzing new development opportunities. When I started with Lennar in 2006 as the first employee in Massachusetts I recognized there would be challenges and opportunities in the years to come; there has been no lack of either and I have thrived on both.

COMMUNITY INVOLVEMENT:

Real estate development requires close involvement with the community in order to be truly successful

I have had the unique opportunity to help bring to life the vision of the Hingham Shipyard. Working with the Town of Hingham, the Department of Conservation and Recreation, and the other Shipyard developers (Avalon Bay, Samuels and Associates, Hingham Shipyard Marinas) we have been created a waterfront amenity for the public which was never before available. The result is pedestrian friendly connection through a vibrant

retail center, past the marina and DCR/MBTA ferry terminal, through the Gateway Park to a landscaped waterfront walkway with restored piers, finally leading to conservation land and hiking trails.

BIGGEST SUCCESS:

Weathering the real estate downtown and emerging with a growing operation and the focus to continue growing. Having adapted greatly to the ever changing real estate and capital markets, our team has successfully re-launched sales and construction of the townhomes at Hewitts Landing at the Hingham Shipyard.

DREAM JOB:

“Dream jobs” can and will likely take many forms, but real estate development and investments are my passion.

IF YOU WEREN’T DOING THE JOB YOU’RE DOING NOW, WHAT WOULD YOU DO?:

If my current field weren’t an option I might consider a return to designing and racing high performance sailboats.

RESIDENTIAL REAL ESTATE

Homestead Act Revisions Offer Protections To Homeowners, Agents

Continued from Page 1

It can be the difference between saving the house and losing a house, in a bankruptcy.”

Welcome Changes

The new law broadens bankruptcy protections, entitling homeowners to have the first \$125,000 of their home’s equity protected automatically, even if they do not formally register a homestead. Those who file a notarized homestead registration form with their local registrar are entitled to up to \$500,000 in



STEVE RYAN



GREGORY VASIL



RICHARD VETSTEIN

protection.

Michael Goldberg, a partner with Boston-based law firm Casner & Edwards, helped draft changes to the law. He said that “over the years, as bankruptcy judges have had to confront the statute in the context of the modern era, it’s just become more and more difficult, leading to more and more litigation, and more and more results that were not necessarily planned.”

He pointed to several issues the existing statute did not address, including questions about whether property held in trust could be exempted; whether payments from insurance claims on the property were exempt; and what to do when only one spouse in a divorce had signed the homestead exemption. All are addressed by the new law.

“Lawyers, and even judges have felt for years that the statute needed to be modernized,” Goldberg told Banker & Tradesman.

Among other changes, the new revisions also extend homestead protection to spouses and other family members, even if the homeowner was single when they first purchased the property.

The increase to the value of property eligible for protection was a welcome change given the overall increase in home values over the past several years.

“It was something that was needed to update the law,” said Gregory Vasil, CEO of the Greater Boston Real Estate Board.

Automatically Subordinate

Real estate attorneys and mortgage brokers have long advocated for chang-

“To the extent that a lot of the ambiguities in this legislation have been cleared up, that’s a positive for homeowners.”

– Steve Ryan

ing the law because of quibbles over how registered homesteads affect refinancing. Before allowing a refinancing on properties with homestead exemptions, some lenders had required homeowners to remove the homestead designation, or file a legal document called subordination, in order to ensure the new mortgage debt was first in line for repayment in the event of bankruptcy. After securing a refinance, homeowners would then need to re-file for homestead protections.

The new law makes clear that homesteads are automatically subordinate to mortgages, and lenders are not allowed to force borrowers to waive or release a homestead before refinancing.

“I think there are some positives in here from the perspective of real estate practitioners,” said Steve Ryan, general counsel for the Massachusetts Association of Realtors. He pointed to a provision added to the law that stipulates proceeds from the sale of a property are protected for up to one year, and may be redirected into another real estate purchase. In some circumstances, that may help troubled homeowners get a fresh start – and give their agents peace of mind, knowing they can move forward with deals.

“If you’re in a position where you’ve got significant debt-related issues, you may not be in a position to purchase another home, but at least under this law, as I read it, you wouldn’t be trapped along with your equity in the home that you own, if there was a job or other reason you had to move,” said Ryan. “To the extent that a lot of the ambiguities in this legislation have been cleared up, that’s a positive for homeowners.”


Attorneys hope the new extension of the law will help create greater awareness among consumers of their ability to gain an exemption.

“If you’re not going through a real estate transaction, it’s not like there’s much publicity out there,” said Vetstein.

Attorneys will now be required to inform home purchasers of their ability to file for an exemption during the closing process, and need to make sure they’re aware of the changes, said Vetstein. ■

E-mail: csullivan@thewarrengroup.com

CONGRATULATIONS!



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PEOPLE

Louis Cabana, a Realtor, has joined the Bridgewater office of Jack Conway & Co. Cabana has more than 20 years of experience in the medical device industry, according to a statement. Previously, he was a CEO of Gainesville, Fla.-based Xhale Diagnostics and a director of business and product management for LifeScan, a Johnson & Johnson company. “I was ready to try something completely different,” Cabana said in a statement. “I chose real estate because it combines elements of marketing, sales and business development.” ■



LOUIS CABANA