NEW MEMBER PROFILE:

1) **Name**: Lisa Tillman

2) **Membership Category**: Young Professional

3) **Title**: A&D Representative

4) **Certification(s)**: LEED AP

5) **Company**: J+J Invision

6) **Company description**: Commercial Carpet Goods

7) **Last book read**: Bossypants by Tina Fey

8) **Last movie seen**: Magic Mike....how embarrassing.

9) **My Favorite Vacation City/Country**: Positano, Italy

10) **Favorite Sport and Team**: Indianapolis Colts

11) **What has been the most challenging part of your job recently? And, have you made any changes to try and solve some of those issues?** I recently switched over as an Interior Designer to become a sales rep. Becoming familiar with end users, architectural & design firms, and those staffed by each has been a challenge. I'm joining associations like IFMA as a networking and relationship building tool in order to resolve these issues.

12) **What have been the most important steps in your life (schools, jobs, etc.) that have led you to where you are today?** When I graduated college, I moved to Dallas, TX to work for a Hospitality design firm. I then re-located to San Francisco, CA to work for a commercial furniture manufacturer. From San Francisco, I moved to Indianapolis, and most recently, I've settled in Chicago. The location and career transitions has greatly shaped my experience and helped me become a more well-rounded industry leader.

13) **Many people who work within the FM world have to act as “leaders” in their**
What do you think makes a good leader, and have you done anything recently that has made you a leader? A good leader is someone who knows how to be a self-starter and self-sufficient, but also works well with a team. A good leader uses the strong skillsets they possess but knows when to appreciate and learn from others' talents. I believe my transition into sales put me in a leadership role. I have the ability to control my compensation by how hard I work. It's a very empowering position.

14) A year from now, what will you have hoped to accomplish, professionally or personally? I hope to have gained trust and credibility with all of my clients, develop new relationships within the industry, and to personally feel comfortable with the recent career decision I've made.