**NEW MEMBER PROFILE**

Name: Wayne Shulman

Membership Category: Associate

Title: Senior Managing Director

Certification(s): CCIM

Company: Newmark Grubb Knight Frank

Company description: Full Service Commercial Real Estate Company

Last book read: The Hunger Games Trilogy

Last movie seen: I am big fan of Red Box, can’t remember the name of the movie, With Halle Berry though.

My Favorite Vacation City/Country: Eagle River Wisconsin in the summer and Aventrua Fla, in the winter.

Favorite Sport and Team: Football and any Chicago team in season. Love all sports!

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? Dealing with the uncertainty in the economy. I specialize in leasing and tenants are having a hard time making long term decisions. I try to come up with solutions that both sides can live with.

What have been the most important steps in your life (schools, jobs, etc.) that have led you to where you are today? Keeping focused on the long term and continue to work hard to get better at what I do.

Many people who work within the FM world have to act as ‘leaders’ in their jobs. What do you think makes a good leader, and have you done anything recently that has made you a leader? I try to lead by doing what I am supposed to do and stay in the middle of the pack and take into account everyone’s thinking.

A year from now, what will you have hoped to accomplish, professionally or personally? Doing deals with IFMA members!