

**Andrew Zezas** is a proven leader, a corporate real estate industry influencer, and a results-driven executive. Andrew is a well-known business and real estate subject matter expert, who is frequently called upon to advise his clients by providing insights and experience-based guidance and services as a means of solving complex real estate and business challenges.

For more than three decades, enterprise and middle market company senior executives and others have relied on Andrew to provide business and real estate guidance, create strategy, and lead sophisticated acquisitions and dispositions of occupied corporate facilities regionally, in the Americas, and globally.

Throughout Andrew's career, he has sourced, secured, led, and completed billions of dollars in transactions for public and private companies in multiple industries around North America and across multiple property types. Since 2015 alone, Andrew led and completed 280 transactions with an aggregate value in excess of \$1 Billion. He has completed engagements in 46 U.S. states, 6 Canadian provinces, and 5 countries, and, has represented the North America real estate interests of companies from 19 countries.

Andrew draws on his extensive business and relationship development experience in identifying emerging trends and successfully cultivating new opportunities for his clients. Andrew's experience and expertise include:

- Complex real estate transaction strategy
- Planning and executing intelligent facility portfolio strategies
- Identifying and capturing liquidity, risk mitigation
- Supporting financial and operating objectives
- Real estate implications of buy & sell side M&A
- Real estate due diligence and support initiatives for corporate turnarounds, restructures, bankruptcies, and business exit strategies
- Transaction restructuring
- Surplus property disposition strategies, facility acquisitions

Andrew is a highly skilled and dynamic speaker, regularly leading discussions in small executive groups and presenting to groups measured in the hundreds of attendees. He is frequently tapped by executives to provide career, transition, and other advice. His LinkedIn profile includes over 19,000 CFO and other executive connections. Andrew serves as Publisher and Senior Editor of *CFO Intelligence* magazine and other business publications.

Andrew has served on various boards and in volunteer positions, including:

- Member, Finance Committee, Atlantic Health System (2019 to present)
- Chairman and Board Member, Build with Purpose (Formerly, Real Estate Advisory & Development Services) (2007 to 2015)
- Business School Assessment Committee, Montclair State University
- Voluntary Advisory Committee, New Jersey Real Estate Commission
- Various real estate, charity, and not-for-profit organizations

