



Andrew B. Zezas, SIOR
Relationship Manager,
Strategist, President & CEO
(908) 245-5999 x 11
andrew.zezas@realstrat.com

“Real estate is merely a catalyst to support our clients’ business objectives, and one which, when deployed intelligently, can drive operational and financial performance, reduce risk, increase flexibility, and enhance stakeholder value!”

Andrew B. Zezas, SIOR, is Relationship Manager, Strategist, President & CEO of Real Estate Strategies Corporation, a New Jersey based corporate real estate advisory and transaction services firm. RealStrat's clients include the US operations of public, private, domestic, and global companies, and not for profit organizations, in a multitude of industries from over 9 countries.

As RealStrat's founder and senior strategist, Andrew draws on his two and a half decades of experience and expertise in setting strategy and executing transactions for the firm's most important clients engaged in office, distribution, manufacturing, technology, life sciences, and other real estate acquisition, disposition, and advisory projects.

Andrew has received numerous business and industry awards, including:

- Ernst & Young Entrepreneur of the Year Finalist (2007 & 2005)
- NJBiz Executive of the Year Finalist (2006)
- William Dorsey Client Service Excellence (2004)
- Most Valuable Broker and A-Team Hall of Fame (2004)
- Top 50 Commercial Brokers (2005, 2004, 2002)
- Broker of the Year (2001, 2000, 1993)
- Creative Deal of the Year (1995)

Andrew is well-known for his energetic and passionate style as a conference, business, and motivational speaker, having appeared on behalf of many prestigious organizations.

Conferences, Presentations, Knowledge Sharing

- American Management Association
- Building Owners & Managers Association
- Commercial Property News
- Corenet Global
- CoStar
- Empowerment Group
- Financial Executives International
- Institute of Management Accountants
- New Jersey Economic Development Authority
- RealComm
- Society of Industrial and Office Realtors
- US Postal Service

Andrew is Publisher and a contributing writer for *Business, Profits and Strategy*, the monthly online publication from Real Estate Strategies Corporation, read by thousands of business, real estate, and financial executives internationally. He has written over 75 articles on business, real estate, customer service, finance, and other topics.

Andrew has appeared on The Growth Strategist, a weekly internet radio show on VoiceAmerica Business. He has written two books entitled The CFO's Guide To Understanding Corporate Real Estate Transactions and The CFO's Guide To Hiring The "Right" Real Estate Service Provider, both on corporate real estate.

Andrew attended Montclair State University in New Jersey, where he studied finance, economics and music. He continues his professional evolution by regularly attending executive real estate and business courses at New York University Real Estate Institute and other recognized institutions.

Leadership

- Real Estate Advisory & Development Services "READS" a Not-for-Profit (Chairman of the Board 2009)
- NJAR (Member of the Board of Directors 2009)
- SIOR Tenant Representation Specialty Practice Board (Chairman 2005-08, Founder)
- Greek American Chamber of Commerce of NJ (Chairman of the Board 2000-01)
- National Association of Industrial Office Properties (Membership Co-Chairman 2002-04)
- St. Athanasios Church (Trustee-1997-98, Treasurer 1997)

Professional Affiliations (Past and Present)

- Financial Executives International (Sponsor)
- Society of Industrial and Office Realtors (SIOR)
- Real Estate Cyber Society
- CoreNet Global (Faculty 2006)
- Association for Corporate Growth
- New Jersey Technology Council
- International Facility Managers Association
- Industrial and Office Real Estate Brokers' Association of Greater NY
- American Hellenic Institute

Andrew holds real estate broker licenses in New Jersey, New York, Pennsylvania, Connecticut, and Florida, and is a licensed real estate instructor in Indiana, Texas and Utah.

Frequently Quoted

- Business News New Jersey
- Commercial Property News
- Development Magazine
- New Jersey Tech News
- Mid-Atlantic Real Estate Journal
- New York Times
- The Star Ledger
- Office and Industrial Properties Magazine
- Real Estate Forum
- Real Estate Weekly
- Real Estate New Jersey
- The Tri-State Real Estate Journal
- SIOR Professional Report

Career History

- Real Estate Strategies Corporation (Founder, President & CEO)
- Insignia / ESG, Inc. (Senior Managing Director)
- Edward S. Gordon Company (Managing Director)
- Cross & Brown Company (Business Development)
- The MacPherson Agency (Associate)

Andrew B. Zezas, SIOR, on his roles and responsibilities:

Relationship Manager	"It is our responsibility to manage, maintain, and protect the relationships our customers and clients permit us to have with them."
Strategist	"My role is to think with our clients, and to impart to them knowledge from our collective experiences, and wisdom; to heighten their ability to think creatively about their companies' present and future financial and operational objectives; to plan and execute flexible, value-enhancing real estate solutions; to uncover hidden opportunities; to reduce decision and execution risk, and to structure alternatives that support their business requirements and exit strategies."
President & CEO	"As visionary, leader, and senior internal decision-maker at RealStrat, my personal involvement with each of our client engagements assures maximum efficiency and a creative approach to solving the most challenging business and real estate problems. While "President & CEO" is my least important, my title as chief executive at RealStrat, the buck stops with me! Our clients appreciate that."