



Honor, responsibility and leadership

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Every morning on my way to the office, I think about those three words. They're just a few of the ideals I carry into my role as Cushman & Wakefield's North American head of retail services, and I'm deeply grateful for the opportunities I've been given.

Though I've spent nearly 25 years in this industry as an advocate for tenants, owners and our many partners around the world, my role as head of retail at C&W just got underway in December. And, in that short time, I've never been prouder of our team - and never been more enthusiastic about our industry, and aware of the responsibility I've accepted. As we prepare to head to Las Vegas for RECON 2015, I can see our company's future through the eyes of our emerging talent; they are the industry leaders of tomorrow, and it's my mission and responsibility to provide them every tool available to grow. It's my privilege to mentor our up-and-coming brokers, and to instill the strongest sense of professionalism and ethics in each one of them. It is also the responsibility of other industry leaders to prepare their teams to become experts in the field and amass achievements far beyond their most lofty goals.

The days of "every broker is an island" are over. I believe that collaboration and integration are the guiding principles for the successful retail real estate brokerage professional. It is my goal to cultivate a culture where collective contributions positively impact all of our brokers. Success in our industry is defined by more than high-dollar transactions - it's about great people doing great things for our clients, and building a future for themselves and their families.

A year and a half ago in this publication, I mentioned that retail is joining citizens of the world together faster than any other cultural activity -- and with the emergence of social media (I'm @retailpro1 on Twitter, by the way), the connections are occurring even quicker. That remains true today; I see it within our clients and our own team and our industry.

I'm proud of the special industry that has fostered a wonderful career for me, an industry that we have built collectively in the U.S. and around the world. It's the best job I've ever had, and one that I wouldn't trade for anything.

I'm inspired by a statement Winston Churchill made in 1947: "It is wonderful what great strides can be made when there is a resolute purpose behind them." He couldn't have been more right. Our purpose has never been clearer, and we will continue to invest in the best to build a brighter future. See you at RECON.

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