



2023 Ones to Watch Industry Leaders: Michael Scali, SAB Capital

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Michael Scali
Partner

Number of years in CURRENT position: 2

3 skills that you use every day in your position: Interpersonal communication, relentless organization and understanding of local markets on a national scale.

Best book, podcast, or app for aspiring leaders: Twitter.

Best advice for new leaders in 10 words or less: Put your head down and lead by example.

What was one of your biggest challenges as a leader and how did you overcome it? Recent rate hikes and instability in the debt markets have led to continued pricing disconnect between buyers and sellers. A primary challenge has been advising clients on the shifting market conditions, especially those who have grown accustomed to the low cost of capital the past several years. To overcome these challenges, I've secured multiple sale leaseback opportunities that provided higher yields to meet expected returns with strong guarantees to protect my client's conservative investment criteria.

What makes this nominee an Industry Leader? "Michael is an unparalleled force in CRE, proven through his track record and ability to deliver meticulously catered investment opportunities to meet the demands of the investors he represents. Through education and a diligent deal sourcing activity, Michael expands his client's investment capabilities leading to successful results time and time again." - Doug Hervey, Marketing Manager at SAB Capital.

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