



## Meet the ICSC Members: Lawrence Ackman and Simon Ziff

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After an entire career with Ackman-Ziff and its predecessor companies, Larry Ackman now serves as chairman of the organization founded by his father and uncle in 1926. Since joining the firm in 1963, Larry has represented his clients on innumerable debt, equity, sale and lease transactions, and has been responsible for some of the industry's most innovative financial structures.

Larry holds an M.B.A. in finance from Harvard Business School and a B.A. in economics from Brown University. Throughout his career, he has championed the issue of integrity in the industry; to this end, he has contributed endowment funds to Harvard Business School, Columbia Law School and the New York University Real Estate Institute for the teaching of business and legal ethics. He has served on the board of directors of the Hospital for Joint Diseases Orthopaedic Institute since 1982, and of the Realty Foundation of New York since 1985.

Larry is a senior member of Applecore Partners, an initiative started by some members of the Harvard Business School Class of '63 to improve public education in the United States.

Lawrence Ackman \* Ackman-Ziff

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www.ackmanziff.com Simon Ziff serves as president of Ackman-Ziff, a position he assumed in 1995. He joined a predecessor firm as Larry Ackman's analyst in 1989. Ziff has structured nearly \$25 billion of debt and equity financings for some of the nation's foremost real estate developers and owners while solidifying the firm's relationships with key capital sources. Simon has engineered the firm's collaborative culture and has supported its evolution as an industry thought-leader with over 30 professionals on the team.

Ziff received a B.S. in finance from Pennsylvania State University, and an M.S. in real estate finance from New York University. In May 2002, New York University awarded Ziff its second ever distinguished Real Estate Alumni Recognition Award.

He has also been recognized on multiple occasions by the Real Estate Board of New York, including as the first recipient of its "Most Promising Commercial Salesperson of the Year Award" and six times as the recipient of its "Most Ingenious Deal of the Year" award. Simon has also been active in leadership of many not-for-profit organizations. Simon Ziff \* Ackman-Ziff

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