

**Kevin Fitzgerald**

NAI Director-Chief Experience
Officer/Principal

NAI Southwest Florida, Inc.

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Scope of Responsibilities

Mr. Fitzgerald has focused his career on working worldwide with Corporate Real Estate executives that maintain aggressive real estate goals with limited human resources. Corporations prefer to work with fewer suppliers who provide more solutions for their needs. Relentlessly driven to develop and lead sales teams that accelerate profitable revenue growth and retain customers in competitive markets. Will design and implement strategic sales processes and metrics to ensure above quota performance that does not confuse activity with results. Fitzgerald has established himself as a global portfolio strategist. He has almost three decades of global customer relationship and sales management, business strategy, marketing and finance experience. The challenges remain the same in the commercial real estate industry. Clients are asking for more and more from their global service providers. It's incumbent upon us to be able to package up all the different services we offer for our clients -- in a way that's understandable to them, and through a mechanism in which they have ease of access to all those services. For us, through our proven systems and processes its our biggest opportunity, the integration piece. Today's global marketplace demands a consistent level of service. Global solutions to critical issues are being rewarded. Fitzgerald is passionate about delivering business value through positive change in business processes, people, and its systems through NAI Global. He has been fortunate in his career to be able to lead and be apart of many initiatiives that have turned NAI into a world leader and delivered significant value to the overall enterprise.

Background & Experience

The Chief Experience Officer and Principal at NAI Southwest Florida, Inc. Kevin M. Fitzgerald, brings to the marketplace almost twenty five years of experience in commercial real estate. One of Mr. Fitzgerald's greatest strengths is his ability to shepherd resources, manage people and has the expertise to find cost-effective solutions that create long-term value for his clients and their shareholders. He is a globally aware, results oriented leader and manager. It has been said he successfully partners his sales, marketing, and communications expertise with strong leadership, interpersonal, planning, negotiation, presentation, mentoring, creativity, and problem solving skills. Fitzgerald has a successful track record of achieving business growth, developing winning teams, while exceeding sales objectives. An internationally recognized expert on Corporate Services, a frequent motivational speaker and educator, he has been the worldwide top producer with NAI for nine years. Fitzgerald has represented BP Amoco, Midas International and HNI Corp. around the world, specializing in corporate services with NAI Global. As Amoco's exclusive real estate partner, he managed 73 brokers in 33 state for 10 years, and has been in general sales management for fifteen years overseeing 30 agents in multiple offices. He previously served as Executive Vice President of Corporate Services at NAI Ruhl & Ruhl Commercial Company in Davenport, Iowa, completing more than a billion dollars in sales worldwide. Fitzgerald is active in ICSC and CoreNet Global, Founding President of the Southwest Florida NAIOP Chapter and Vice President of the Real Estate Investment Society of Southwest Florida. Mr. Fitzgerald is a founding member of NAI Global's Circle of Excellence, and was most recently recognized as an Elite Top Producer in the organization. Mr. Fitzgerald is a five-time winner of the Associate of the Year award and has won the International Networking and Chairman's Award six times. In 2000, this international award for networking was named for him. He is past Chairman of CREST (Corporate Real Estate Services Team) with NAI Global, and is the 2011 Chair of NAI Global's Leadership Board. He currently serves the organization as a Past Chair and is of counsel.

Professional Affiliations & Designations

Founding Chapter President of NAIOP Southwest Florida, State President NAIOP Florida, 2011 President of the Real Estate Investment Society of Southwest Florida, Chairman of the Board Member Community Hospital-Marco Island Campus. More than 30 years as a member of the International Council of Shopping Centers (ICSC).

Educational Background

Oak Park River Forest High School- Oak Park, IL

University of Missouri - Columbia, MO

Significant Transactions

Mr. Fitzgerald has closed over \$1.5 Billion in transactions for BP/Amoco, McDonalds, Midas International, Bridgestone Firestone, CHS and HNI Corp. These are just some of his international accounts. In 2013, Fitzgerald represented Lexington Realty Trust, a publicly traded REIT, with strategic lease negotiations that resulted in Lexington signing ALTA Resources to a 10 year lease in Fort Myers, FL valued at \$9.7MM. This transaction will create 700 new jobs in Southwest Florida. Then in early 2015 Fitzgerald sold the single tenant asset for \$12.4MM. In 2016 Fitzgerald was the local representative in a \$33.6MM investment sale representing Community Health Services (CHS). Fitzgerald continues his active career by recently selling an investment grade portfolio for \$35.5MM where he was the sole broker.