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**How did you find your way into the industry?** As an undergrad I accepted an internship with a commercial sales & leasing broker in Downtown Los Angeles. I was taught the nuts and bolts of the industry, and was instantly attracted to the competitive and “eat what you kill” nature of the business. After graduation I found myself on the mortgage banking side of the industry and never looked back.

**What advice would you give to an emerging young leader just starting their professional career?** Take the time to listen to the most experienced & successful professionals, and to ask thoughtful questions. Get a mentor. Be a student of the real estate game. Learning from industry veterans is a great formula for building a solid foundation.

**What traits do you think define a successful leader?** A clear vision for what one wants to accomplish coupled with perseverance are necessities. It’s a highly competitive world and commercial real estate is a zero sum game – your gain is someone else’s loss and vice versa. It would be nearly impossible to succeed in this environment without clear vision and the perseverance to grind through adversity.

**What is your current job and what types of projects are you working on now?** We are a lender on commercial & multi-housing properties. My focus is on long-term debt secured by stabilized assets. I’m currently working on financing properties ranging from an apartment complex in Santa Barbara to multi-tenant office in Glendale to big-box industrial in City of Industry to a manufactured home community in Sacramento. Every deal is different and presents its own unique set of challenges.

**What do you find most challenging about your profession on a day-to-day basis?** I HATE losing deals but realize that it’s part of the business, and use it as motivation to get out and generate new opportunities.

**What are you looking for in terms of career development - OR In what areas would you like to professionally develop further?** I’m always striving to grow my network and strengthen those meaningful connections that I have made over the years. I also love learning about other disciplines within the industry such as engineering, planning, land development, etc. - there are so many interesting ways earn a living in our industry. ULI has been instrumental in helping in both of these arenas.

**Describe a situation that was a great learning experience.** Moving to Manhattan for graduate school was unforgettable – it was a risk leaving my home market to move across the country but learning about commercial real estate through the lens of New York City was an incredible experience.

**How do you deal with stress at work?** Sneaking out at lunchtime to go to the gym is critical for me. I don’t do it as much as I’d like to, but on intense days it’s nice to unplug from my phone & e-mail for an hour and regroup.