



**Mike West**  
**President**  
**Inland West**  
Co-Chair YLG TAP Committee

**How did you find your way into the industry?**

A chance meeting with an asset manager from an investment fund while working a part-time job post-college.

**What advice would you give to an emerging young leader just starting their professional career?**

Ask as many questions as possible. The more you know, the greater your responsibilities will be. With greater responsibilities, comes more opportunity for growth. I feel that once you stop learning and pushing yourself to expand your boundaries, you've ended your growth ability.

**What traits do you think define a successful leader?**

Someone who leads from the front and accepts mistakes and responsibility for their shortcomings. I think a successful leader empowers their employees and prides themselves on professional growth. All of the leaders that I've come to admire in this industry embody these traits.

**What is your current job and what types of projects are you working on now?**

I'm currently the President (aka One Man Shop!) at Inland West. The bulk of my work centers around investment sales and working with multifamily and retail developers on land assemblage deals.

**What do you find most challenging about your profession on a day-to-day basis?**

Navigating the greed factor that sometimes finds its way into a deal between Buyers and Sellers. Not everybody lives by the idiom "Pigs get fat, hogs get slaughtered." Even though things are challenging at times, I absolutely love what I do.

**What are you looking for in terms of career development - OR In what areas would you like to professionally develop further?**

I would like to work my way into the role of developer for multifamily and retail projects. I've worked on multiple assemblages and have pushed my clients to be open to educating me on their view of the development process. I hope that as my skillset with this grows, I'll be able to pursue projects on my own.

**Describe a situation that was a great learning experience.**

The bulk of my time in the industry has been one long learning experience. I don't have a particular situation that sticks out, but multiple, that have shown me that this industry is small and that you should

always treat those you come across in it with respect. This business is built on relationships and most of us who get into to this industry don't leave it. Some relationships may not be immediately apparent, but you never know what spark or moment will set one off. I've witnessed and experienced the following: Yesterday's intern is tomorrow's vice president making decisions for company expansions. The buyer's rep for your listing is the listing agent on a property another one of your clients wants. The property owner who wouldn't talk to you for two years is now a good friend and allowing you to fee develop their site. The person you clicked with over basketball, at a networking mixer five years ago, is your investment partner.

**How do you deal with stress at work?**

Lots of Yin Yoga, regular punching bag sessions, the occasional Netflix binge and ample amounts high quality chocolate chip cookies.