



David Bruni

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How did you find your way into the industry?

I knew I wanted to be in real estate and was fortunate to find my way through commercial banking. I made the transition to real estate banking in 2005. Since then I have seen various real estate transactions ranging from bridge, construction and permanent loans.

What advice would you give to an emerging young leader just starting their professional career? It is never too early to start networking. I regret waiting until after college graduation to call my college alumni for informational interviews. I would strongly recommend joining the ULI mentorship program; it has great exposure to different specialties of real estate and provides senior leaders as mentors.

What traits do you think define a successful leader? Honesty, responsibility and integrity. The leaders I have had the best experience working with do what they say they are going to do. Effective leaders gather the facts, rally the team and figure out how to get everyone to the same goal.

What is your current job and what types of projects are you working on now? I am a Client Associate in Chase's Commercial Term Lending business responsible for originating new commercial real estate loans. I screen new loan requests and work with both the client and Chase's internal teams to make sure the loans move smoothly through the process to funding. Loans typically range in size from \$1MM to \$25MM on commercial properties such as industrial, retail, mixed use and office.

What do you find most challenging about your profession on a day-to-day basis? With the high volume of transactions we see on a daily basis, prioritizing existing deals and prospecting for new deals is a balancing act. You have to find time for marketing while also focusing on moving deals through to funding, all while ensuring an exceptional client experience.

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 continue developing my network and deepen my existing relationships over time. ULI has been a big part of this goal as it provides me the opportunities to create new lasting relationships with professionals that are in different areas of real estate, other than finance.

Describe a situation that was a great learning experience. While working on multiple transactions, it's important to swiftly identify deals that aren't going to work and move onto deals that do work. Time management is incredibly important, so a great lesson I've learned is that I shouldn't get hung up on the wrong deals.

How do you deal with stress at work? I try to work out at lunch time, which allows me time to reorganize my thoughts and prioritize the remainder of the day.