

NEXT GENERATION OF LEADERS

**A LOOK AT THOSE
PROFESSIONALS ON THE
FAST TRACK TO THE C-SUITE**



**ERICA A. LEATHAM
COUNSEL**

Stark, Meyers & Eisler LLC
Rockville, MD

Age: 31

Years in Business: 8

Years in Current Position: 1

Areas of Business: Legal Services/
Middle-Atlantic

Property Category: Land Use

Over the years, Leatham has built a reputation as one of the best land-use attorneys in the mid-Atlantic. Her attention to detail, as well as understanding the big picture, allows her to meet diverse challenges head-on with leadership, imagination and initiative. Because of her professional demeanor and outstanding results, she is highly sought after for her legal services and constantly lauded by her peers and industry counterparts.

CAREER STATS

Total Deals/Assignments:

More than 100

Total Size: 7 million sf/6,000 units

Aggregate Value: \$550 million

Career Highlight: Leatham has been the driving force in a number of development projects in the Metro Washington, DC area. Most recently, after a prominent zoning case was denied by the Montgomery County Council, she spearheaded the effort to resurrect the case. Although the zoning ordinance requires a three-year wait before a new application can be filed, Leatham successfully negotiated a new hearing and placated the opposing parties, leading the local authorities to approve a revised zoning application.

Innovative and insightful leaders have helped shape the past 60 years of commercial real estate. Whether they were involved in brokerage or investment, development or finance, those who made an impact on the industry seemed to possess a keen understanding of the business, the ability to think on their feet and acute people skills. The same is true for the leaders of tomorrow.

Dozens of real estate-related companies submitted candidates under age 40 who they expect will play a significant role in their future success. The following list of potential CEOs, CFOs, principals, partners and board members were chosen for their deal-making abilities, as well as their leadership qualities and comprehensive knowledge of the industry.