

YOU CAN REST WHEN YOU'RE DEAD!



For nearly 20 years, Peter Belisle has been a leader at JLL. Today, he serves as the company's market director of the Southwest Region where he oversees operations at 11 offices, and 600 associates in Southern California, Arizona, Nevada and Hawaii. We had the opportunity to catch up with Peter recently, and it's fair to say that people, culture and community are at the forefront of the firm's growth and service to its clients.

With a father in the design and construction industry, Peter was interested in commercial real estate at a very young age, earning a bachelor's degree in civil engineering at University of California, Los Angeles before completing his education by achieving an MBA in real estate and finance from UCLA's Anderson School of Business. Following more than 20 years in construction management, Peter landed a job at JLL in 2000 before taking on his current role in 2012.

From day one as the Southwest Market Director, Peter worked to grow the region by providing expertise to provide premier service to JLL's clients with people who fit the JLL culture and who believed in community, not just the JLL community but the community where they reside, work and do business. Peter has been instrumental in the acquisition of several firms



in the Southwest in recent years including CLEO Construction Management, Wilson Retail Group, 360 Commercial Partners and Martin Potts & Associates.

"Each of our acquisitions was a strategic move to provide value to our clients with people who embody JLL's culture of ethics and integrity," said Belisle. "We continue to make opportunistic acquisitions and hires to better serve our clients but only with the right people."

Out in the community, Peter has worked with office leadership to give back, volunteering with groups including Special Olympics, YMCA, Susan G Komen Foundation and Children's Hospital, just to name a few. Equally as important is the JLL community where each region implements team bonding activities throughout the year including Family Fun Day, scavenger hunts, potlucks and in-office massages. Additionally, JLL's Southwest region has been a key factor in the growth of firm's Diversity and Inclusion programs including Women's Business Network (WBN), All Abilities Network (possABILITY), Building Pride (LGBT+) and Latino Employee Resource Network (LERN).

Additionally, as a technology firm specializing in commercial real estate, Peter and JLL continue to strive to provide its team members the best tools to service their clients. In 2017, JLL launched JLL Spark, a division of the company that makes prop-tech investments, so that JLL can offer unique tech-inspired products to its real estate owner occupier clients. A few examples include Corporate Concierge, specializing in tenant amenity and concierge services and creating dynamic building experiences, and CasaOne, which provides flexible online furniture rentals so that tenants can quickly design and move into comfortable office and multi-family spaces.

Thanks to JLL for their Platinum sponsorship and to Peter for his time. We'll see him next time cycling through Southern California.