

YBA GUEST RESOURCE



Sandy Sigal
Founder & CEO

NewMark Merrill

COMPANIES

INTRODUCTION

- My name is Sanford “Sandy” Sigal and I am 49 years old.
- I work for NewMark Merrill Companies
- NewMark Merrill Companies is a developer, owner and manager of shopping centers throughout California, Colorado and Illinois.
- My role at NewMark Merrill is Chairman and Chief Executive Officer
- I founded the company and am responsible for all the activities of the company, but primarily focus on acquisitions and developments as well as ensuring we provide a great environment at our existing centers.



The Early Years...

I was born in Los Angeles and raised in Van Nuys, California



This is a picture of me going to Camp Max Straus. A Camp for at Risk Youth when I was 8.



- This is a picture of me and two of my closest friends in 5th grade.

More **Early** Years...

A little about my family...



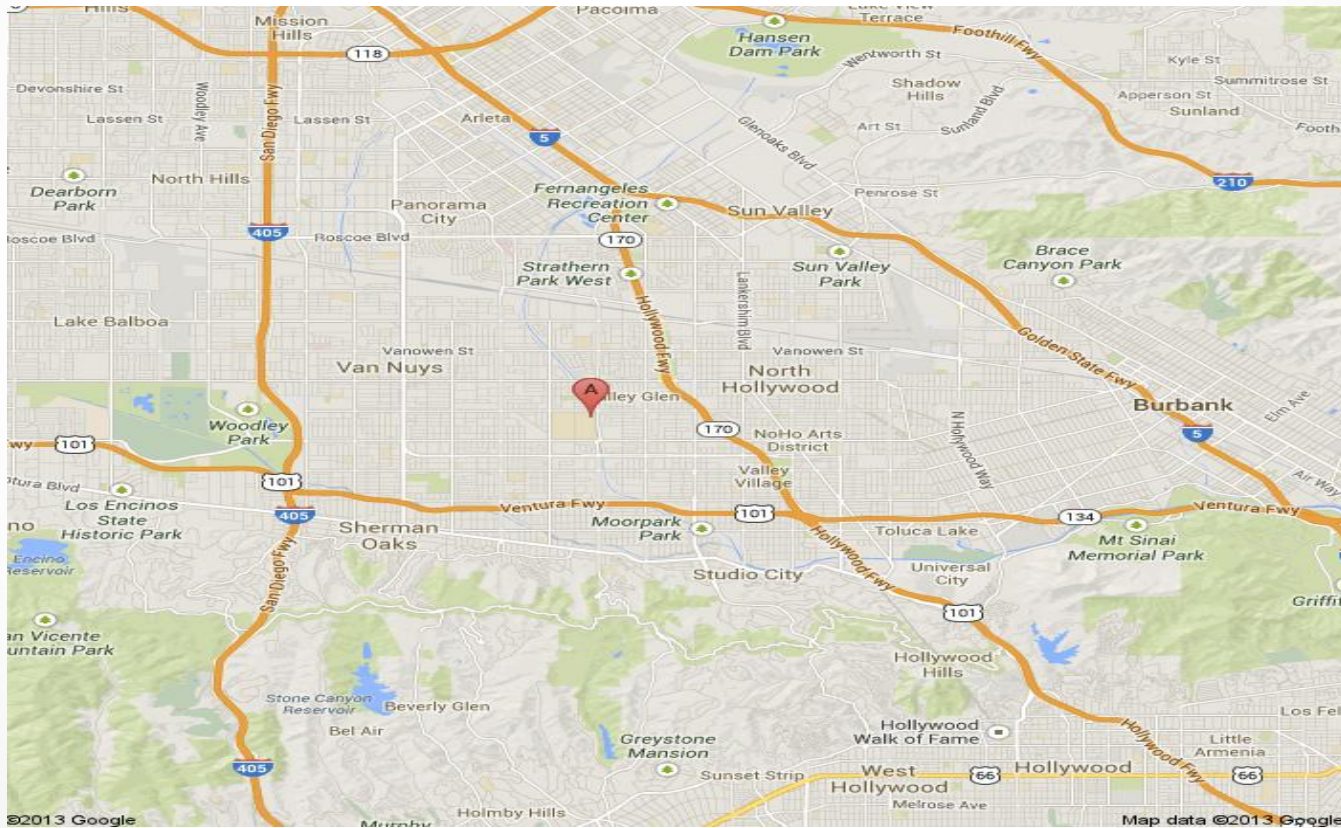
My Brother and I, with Rocket

My Real Dad, Marty, and My Brother

My Mom, Gloria and Dad, Arne

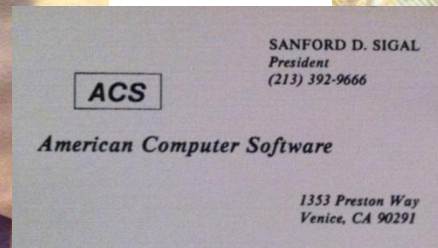
HIGH SCHOOL

- I attended Grant High School in North Hollywood, CA



HIGH SCHOOL

- As a HS student I was involved in my Computer Programming Business, had a HS sweetheart, and my grades really stunk.
- As a HS student I was shy, but had a close group of friends, worked a lot, and spent the remainder of the time with my girlfriend.



- Here is a shot of me in HS

My Girl Friend, and My Friends

HIGH SCHOOL

Things I enjoyed in HS

- More Independence
- Learning to Drive
- Increased my Circle of Friends
- Loved History and English Classes
- Ran for Office (lost to the Homecoming Queen)
- Dating
-

Things I did not enjoy in HS

- Teachers who did not appreciate a student who thought he didn't need an education.
- Being suspended for forging absentee excuse notes
- Having one teacher tell another - in front of me - I would never go to college.
-

HIGH SCHOOL

Activities/Athletics in HS

- Built and drove around in a go-cart.
- Starting getting involved in charitable pursuits – Statue of Liberty
- Learned how to play Racquetball and Tennis.
- Visiting my Girlfriend who went to another High School.

Jobs I worked while in HS

- Computerized Accounting Departments.
- Went to work in New York for the summer of my Senior year (and first few months of school).
- Worked at a Salon helping write program for salon owners.
- Wrote my own programming language.

HIGH SCHOOL

Fondest memories from HS

- Going to two proms with my girlfriend.
- Discovering driving, growing-up, relationships with my close friends (still my friends)
- Making it into UCLA and sharing that with a doubting teacher.
- A couple of amazing teachers.

Obstacles/Adversity you had to overcome in HS

- Going from an A student in Jr. High to a troubled student in High School.
- Kids who were involuntary bused in and who were very unhappy to be in school.
- Balancing work, woman, and school.
- Almost not making it into College.
- Friend who killed himself.

My College Experience

- I attended college at UCLA, Westwood, California



My College (and childhood) Friends

College Activities

Activities/Athletics in College

- Bowled
- Played Pool
- Attended a Minimum Amount of Classes
- Decided not to join a Fraternity.
- Spent more time on Charity

Jobs I worked while in College

- I sold insurance over the phone.
- I demonstrated computers at electronic stores.
- I started programming at a homebuilder where I eventually built my first shopping center.



College Experience

Favorite classes

- Russian History
- Political Science
- Accounting 1A and 1B
- Journalism
- Abnormal Psychology

Least favorite classes

- Economics
- Social Sciences – Study of the Kahaira Bushmen
- Geology



College Memories and Challenges

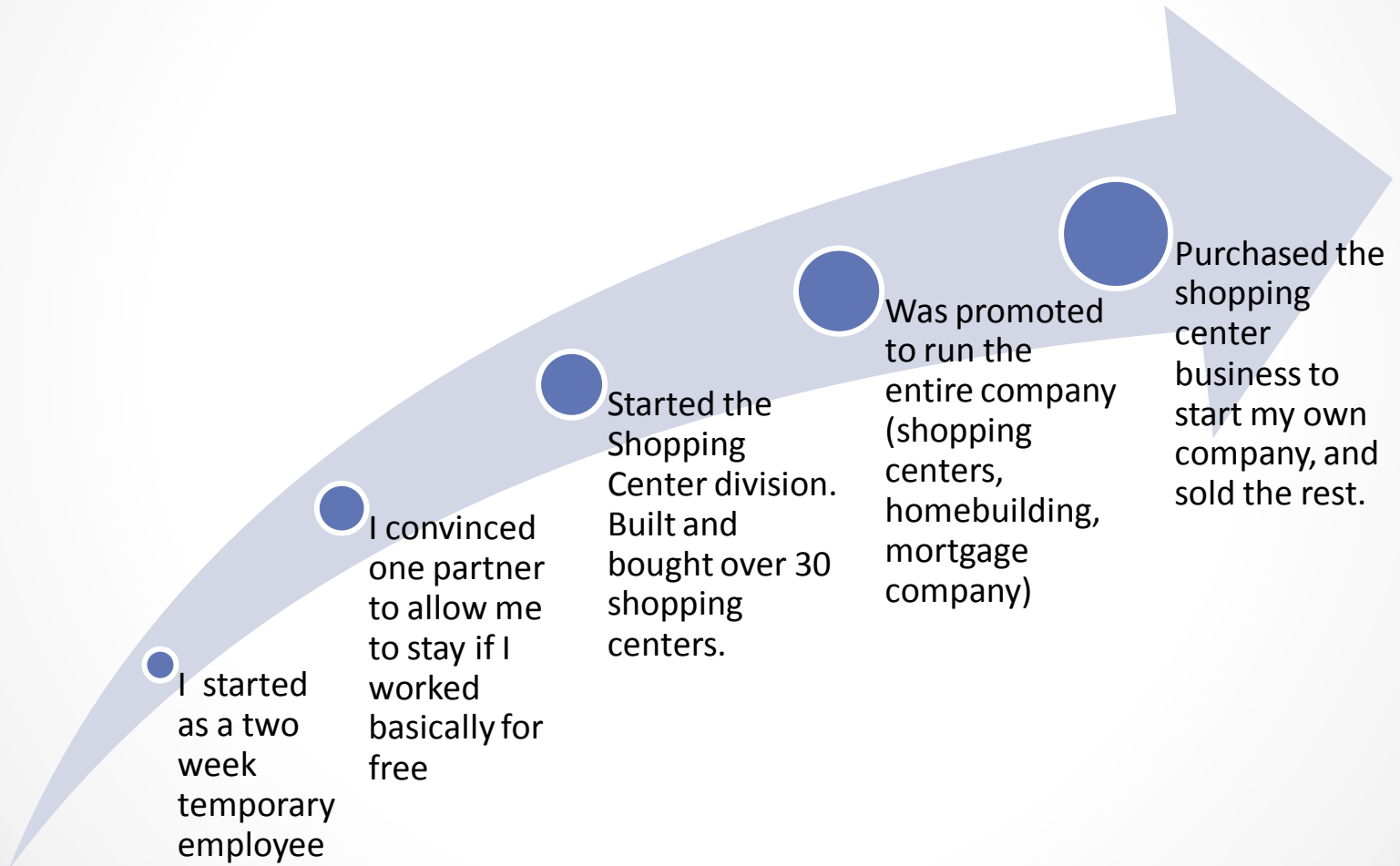
Fondest memories

- Meeting my Friend every morning at 8:00am and having breakfast together
- Studying all night for tests we should have prepared for much earlier.
- Having the first cell phone in my class.
- Having a professor call me a “hudlum”

Obstacles or adversity that you had to overcome

- Scheduling classes that worked with my work schedule.
- Earning enough money to pay for a car, my education and my lifestyle
- My girlfriend breaking up with me my first year.
- Getting good grades.

Career Path



I started as a two week temporary employee

I convinced one partner to allow me to stay if I worked basically for free

Started the Shopping Center division. Built and bought over 30 shopping centers.

Was promoted to run the entire company (shopping centers, homebuilding, mortgage company)

Purchased the shopping center business to start my own company, and sold the rest.

Career



My first press shot
21 years old



My First Shopping Center
I did everything wrong



Bob Miller – the Man I owe my Career to.



Career

My first Job

- I started with a paper route, graduated to selling magazines, and moved on to selling electronic parts.
- Even bred and sold baby hamsters to pet stores.
- Learned programming at 12 and used those skills the rest of my life.

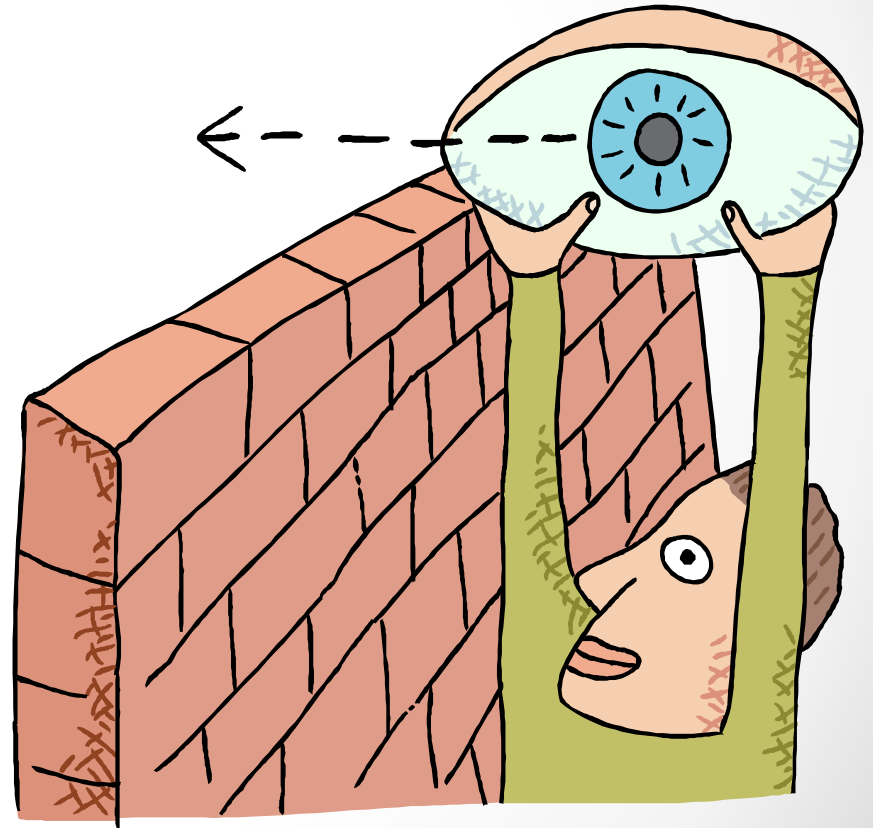
My worst Job

- My worst and best job was selling insurance over the phone when I was in College.
- Learned to talk to different people over the phone and during dinner hour.

Career

Some challenges I had to overcome
in my career

- Being too young to be taken seriously.
- Learning new jobs with minimal instruction in a very competitive environment.
- Not having a formal business education.
- Learning to manage people.



CURRENT ROLE

History

- I have been a CEO since I was 12, and learned to transition
- Been in real estate now for almost 30 years.

Size

- Company now has almost \$1.3 billion dollars in assets/ 79 Shopping centers.
- Currently employee 85 people in 3 different states

Location

- Our main office is in Woodland Hills, with major offices in Colorado, San Diego, and Illinois.
- We invest in over 50 different cities.

Community Service

- Each center adopts a charity in their community
- I am now the Vice Chairman of the Board of Camp Max Straus – the Camp I once attended.
- We support the growth and training of our employees

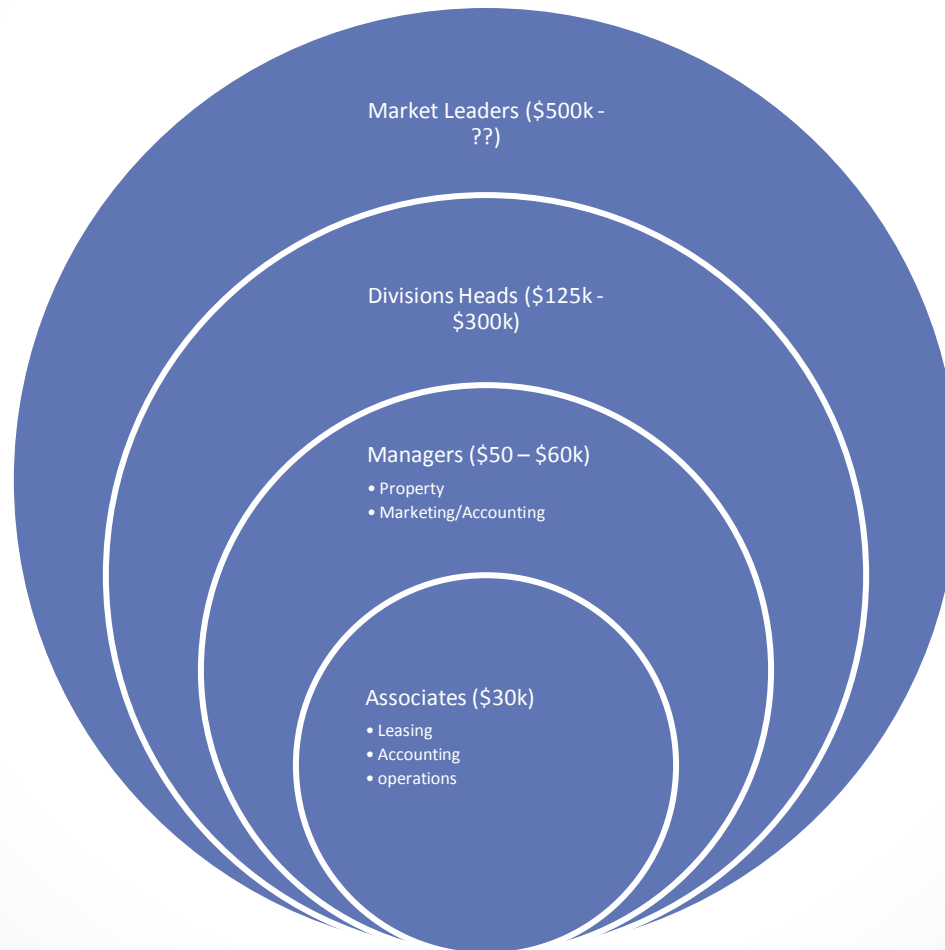
Technology

- Our Company is on the forefront of using technology to help out tenants survive the internet revolution.

Current Role



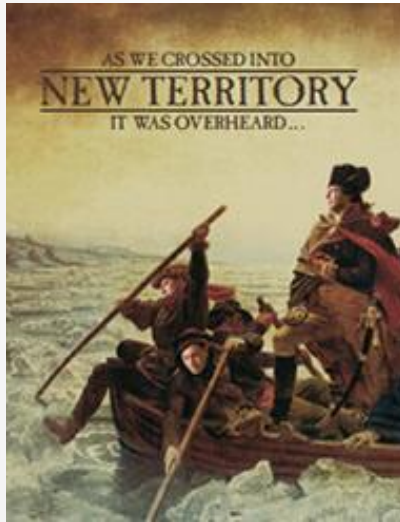
Career Compensation



Our Company likes to Have Fun



Our Christmas Cards



ACADEMIC EXERCISE

- We will now spend several minutes discussing the day's academic module and how it is relevant in the 'real world'

QUESTION AND ANSWER

