

INTRODUCTION

- Personal Stats:

- Name: Matt Davis
- Age: 3 – 0
- Status: Married w/ 1 bad ass baby boy
- Occupation: Co-Founder/ CEO at IgnitedSpaces
- Background: Commercial Real Estate
- Education: Finance degree from Pepperdine
- Hobbies: Golf, Comedy, Traveling, Baby raising

- My “Why”:

- To inspire people and organizations to pursue lives of purpose and possibility

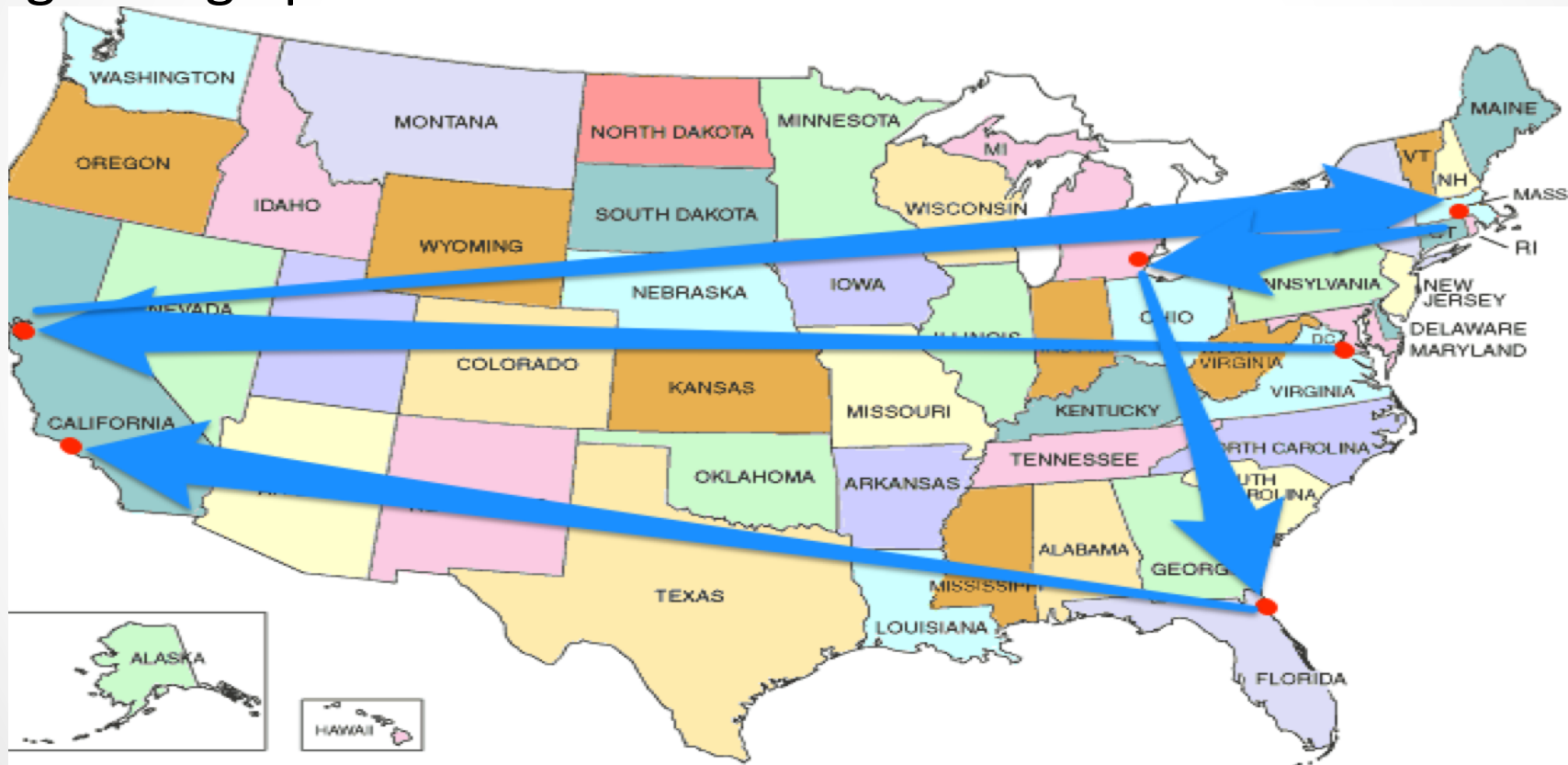
- Current Job Description:

- At IgnitedSpaces I am responsible for the strategic direction of the organization, the management of employees and vendors and for making sure the company makes enough money to provide investors with the projected return.



The Early Years...

I was born in Fairfax County, VA and moved all over growing up....



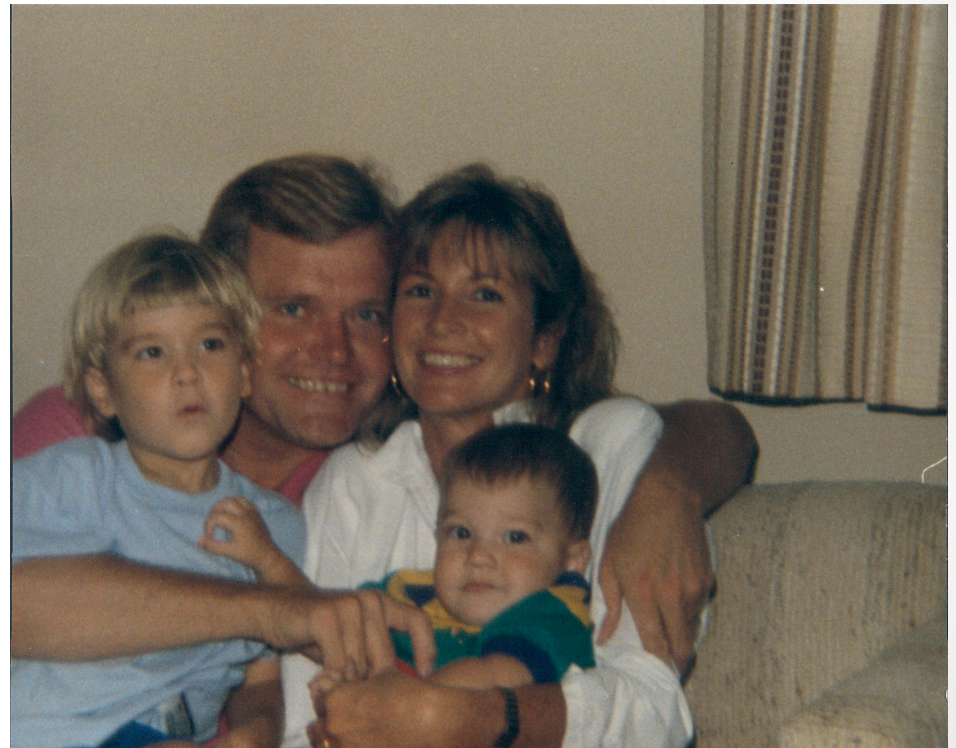
Vienna, VA — Danville, CA — Southboro, MA — Bloomfield Hills, MI — Ponte Vedra Beach, FL — Los Angeles, CA

More **Early** Years...

I have one younger brother named Zack. My parents, Rick and Jane, have been married for 30 years - dad was an executive at Ford Motor Company.



Teaching my bro some skills



The fam circa 1989...



More **Early** Years...

I was a stud....



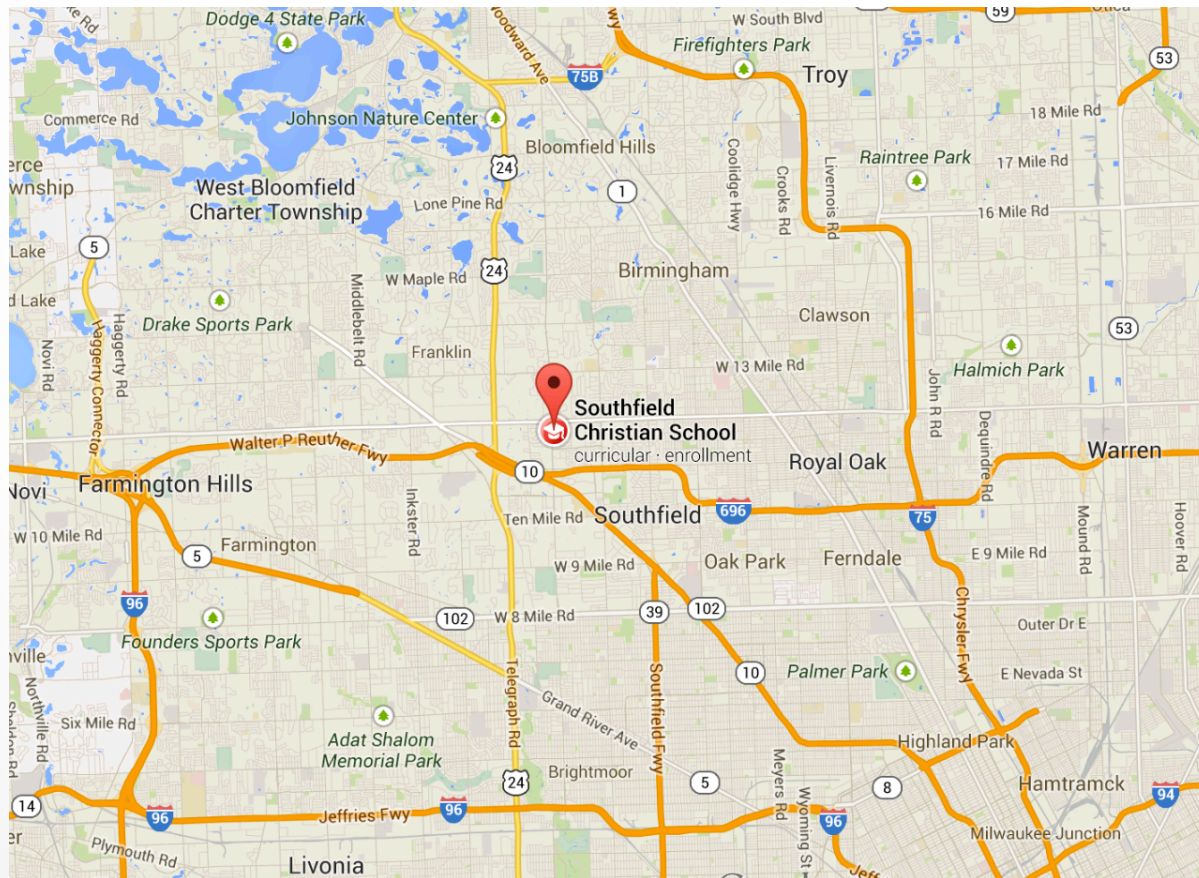
More **Early** Years...

Until this....



HIGH SCHOOL

- I attended Southfield Christian School in Southfield, Michigan

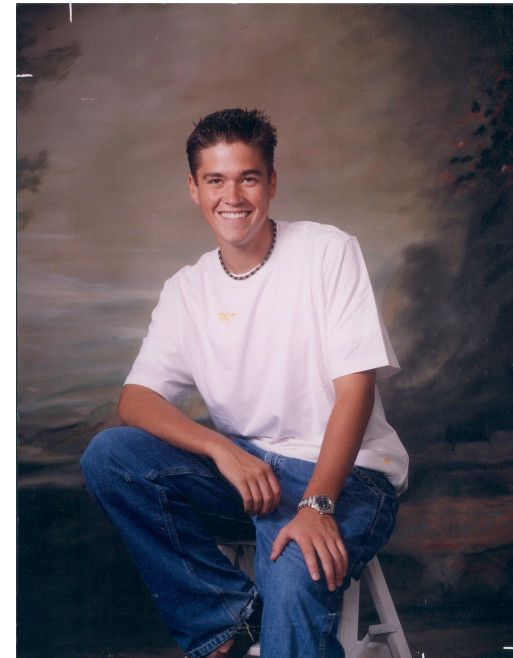


HIGH SCHOOL

- As a HS student I was involved in Student Government and sports (soccer, golf, baseball, basketball).
- As a HS student I was a pretty average dude. Average grades, average at sports, hung with most anyone and spent a little time in detention for arguing w/ teachers.



- Pretending to speak Spanish



- Junior year maybe?

HIGH SCHOOL

Things I enjoyed in HS

- Student government – loved the events, class chapels, senior fair, etc.
- Golf team
- Meh, bout it...

Things I did not enjoy in HS

- Rules
- Patronizing teachers
- Science
- Forced relationships with mean people
- Generally having to spend most of the day learning/doing things counterintuitive to my passions and/or skillsets.



HIGH SCHOOL

Activities/Athletics in HS

- Class President
sophomore, junior and
senior year.
- JV Soccer
- JV Basketball
- JV/Varsity Baseball
- Varsity Golf
- Video editing
- One school play
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Jobs I worked while in HS

- Host at The Village
Place....picture Denny's,
but smaller and less
friendly. Made \$6.15/Hr.
- Valet...worked at country
clubs, movie theaters and
private parties. Straight
cash homie.

HIGH SCHOOL

Fondest memories from HS

- Golf practice
- LAN parties
- Class events (chapels, “spirit week”)

Obstacles/Adversity you had to overcome in HS

- Figuring out where to fit in
- Science
- Mrs. Allen
- Mrs. Potter
- Earlier curfew than EVERYONE else

College

- I attended college in Malibu, CA....PEPPERDINE



Sophomore Year....Yikes



Graduation Day

College

Activities/Athletics in College

- Freshman Class President
- Sigma Chi Fraternity
- Debate Team
- Co-host of “The Rant” radio show
- Host of “Crossing the Line w/ Matt Davis” TV show

Jobs I worked while in College

- Valet
- Construction cleaner upper
- Intern at Wachovia in consumer credit and marketing departments
- Intern at Jacksonville Port Authority

College

Favorite classes

- Macro Econ
- International Finance
- Marketing
- Directed study in Financial Statement Analysis
- Humanities in Florence, Italy
- Study of CS Lewis at Oxford and Cambridge, England

Least favorite classes

- Japanese Film Studies
- Astronomy
- Calculus
- Linear Algebra
- Policy
- Italian – KILLED my GPA



College

Fondest memories

- Fraternity formals
- Trips w/ friends
- Hosting a TV show
- Living in Italy
- Studying at Oxford/
Cambridge

Obstacles or adversity that you had to overcome

- Involved in waaay too many things. Grades suffered...
- Still hard to figure out what to focus on
- Expensive and a long way from home
- Dr. Misch

Today...

Married w/ a baby!



With my wife Christi on our Honeymoon in Bora Bora

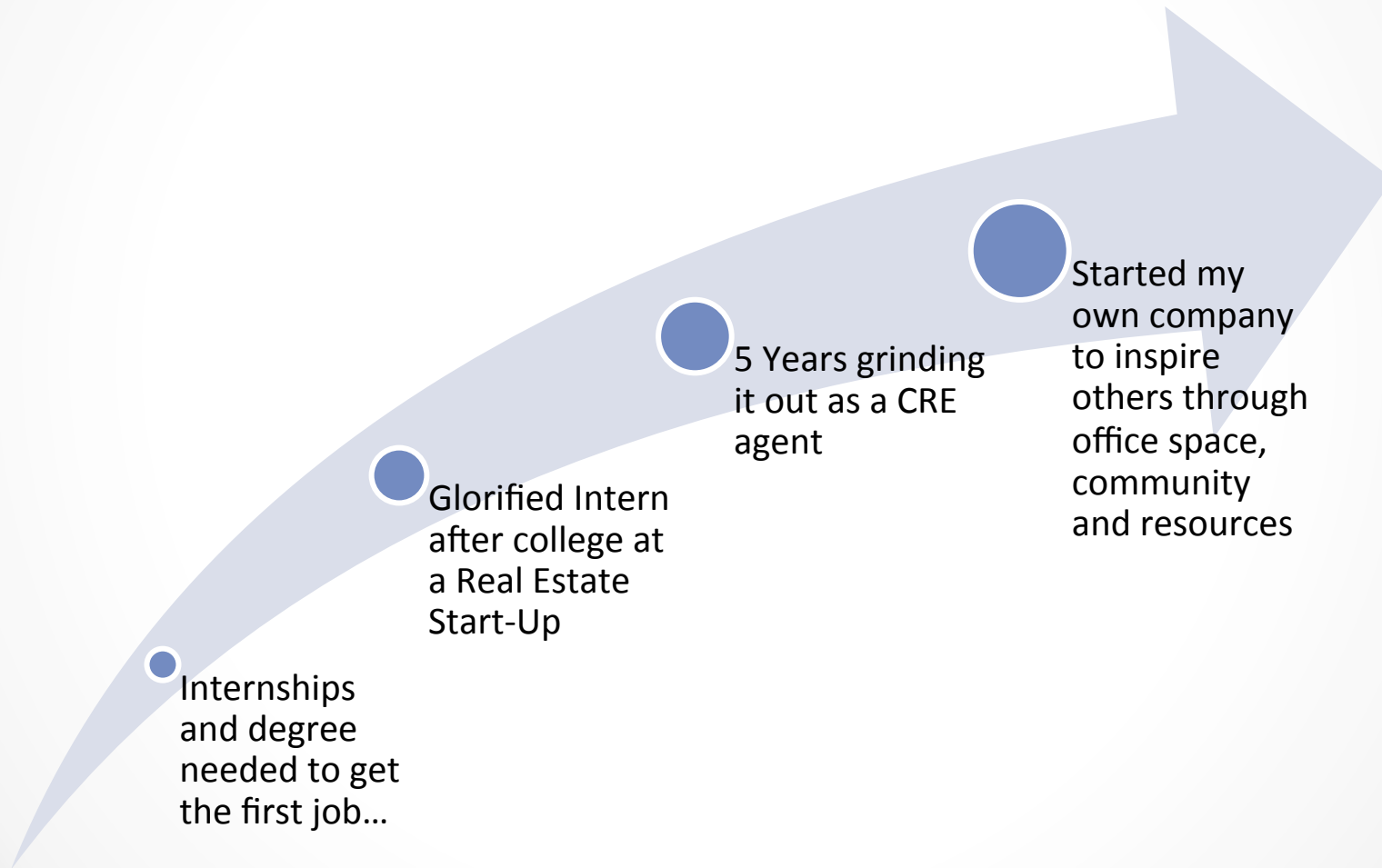


Headed home from the hospital!

More baby pics!



Career Path



Career

My first REAL Job

- Sales Analyst at PropPoint – a start up real estate investment advisory/sales firm.
- Basically a secretary
- Boss put \$6K on my credit card and only paid me back \$3K.....

My worst Job

- See “My first REAL Job”

CRE Broker Career Compensation



CURRENT ROLE

History

- Starting working on a business plan in July of 2012.
- Took 16 months to raise the capital, negotiate the lease and build out the space

Size

- 5 people: Business Partner - Lawrence, Manager – Deidra, Assistants – Aubrey and Olivia.

Location

- Hollywood, CA for now. Soon....everywhere!

Products

- Creative and flexible office space; dynamic community of entrepreneurs and corporate mavericks

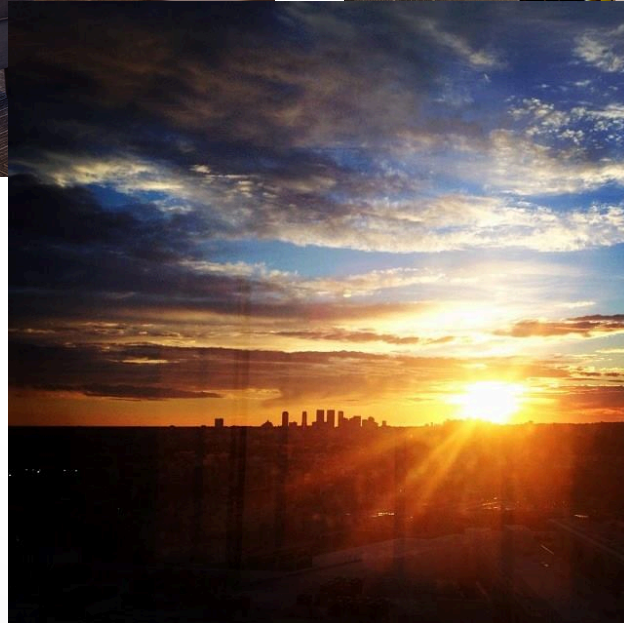
Services

- Virtual assistant; phone/internet; office concierge; events and educational programming

IgnitedSpaces

www.ignitedspaces.com

<http://panomatics360.com/virtualtour/la/ignitedspaces/>



Career Skill Sets

Real Estate Broker/ Syndicator

- An insatiable appetite for developing business
- Market and Industry knowledge
- Communication and persuasion
- Relationship building

Coworking Developer

- Entrepreneurship + Real Estate

Career Specific Advice

Real Estate Broker/ Syndicator

- Study and retain
 - Real Estate Market
 - Terms and principles
 - Finance
- Hone communication skills!
- Network your face off – get in front of the right people and follow up relentlessly

Entrepreneur

- Know at least one aspect of your business really really well.
- Delegate what you can and manage meticulously
- Constantly educate yourself
- Be organized
- Never take NO for an answer – tenacity is everything.
- Attitude – stay positive



General Career Challenges

Challenges I've faced...

- Figuring out what to do!
 - What do I want out of a career?
 - What am I good at?
 - What do I want to spend my time doing all day???
- Meeting the right people
- Being taken seriously as a young professional
- Fighting through failure
- Ignoring distractions
- Balancing the rest of life

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Relentlessly pursue your purpose with kindness, humility
and gratitude.



QUESTION AND ANSWER

