

# THE BUSINESS JOURNAL

MINNEAPOLIS • ST. PAUL

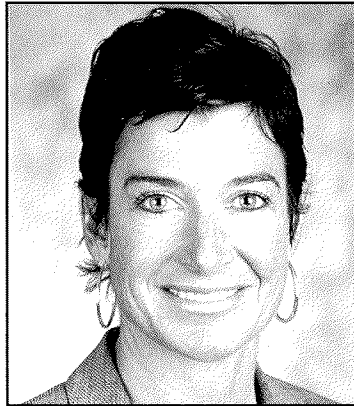
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Formerly **CityBusiness**

**SHANNON REILLY IS ONE OF THE** TWIN Cities' top corporate real estate deal makers. She is involved in over 5 million square feet of user-oriented projects. Recent projects include conducting a site search and negotiating a new headquarters lease for MLT Vacations, a subsidiary of Northwest Airlines, in suburban Minneapolis and conducting a site search for a new 150,000-square-foot distribution center for Gander Mountain near Indianapolis. A 14-year veteran of Keewaydin, Reilly's career background includes positions at Heitman Financial Services, Trammel Crow Co. and Rubloff Inc.

*What accomplishment, either personal or professional, makes you most proud?*

I am most proud of the fact that I have the creativity and tenacity to continuously provide exceptional results for my clients. Throughout my years in the real estate business, I have consistently achieved below-market deals while at the same time providing extremely flexible solutions for clients. I step outside the box and work diligently to create the unique opportunities that don't often occur to others. My colleagues call me the "bulldog with lipstick" and I take that as a compliment. I am also proud to know I am considered one of



**SHANNON  
REILLY**

Principal,  
Keewaydin Real  
Estate Advisors

the top five real estate dealmakers in the Twin Cities.

*What are your goals for this year?*

For this year and long term, I want to continue to be ahead of my competition by providing exceptional service, negotiating the best deals, and providing extraordinary end results for every one of my clients. As a woman, I want to continue to be a signifi-

cant leader in my industry and a mentor for others.

*What are your long-term goals?*

See above.

*Who has been your role model or mentor in your professional development?* Peter Kitchak, president of Keewaydin, has served as my role model and mentor in the real estate business. When I made the decision to return to Minneapolis after working in Chicago for one of the largest corporate real estate consulting groups, there was only one firm and person I wanted to work with - Keewaydin and Peter Kitchak. Having previously sat across the negotiation table from Peter, I knew that he was the best negotiator in town. Fourteen years later explain a lot. He has given me every opportunity to excel and has helped spark my passion to "do great deals."

*What other advice would you give to women professionals?*

I would say to any professional woman, always keep charging forward and never let anyone intimidate you. They say women are the best problem solvers, and I believe it. Be creative, listen carefully, and use your intelligence to your advantage. Above all, have fun in and outside of your workplace.

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