

# PRESS RELEASE

## For Immediate Release

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## **ICREW Hosts Michael Mendillo, Wentworth Group, Inc at January Meeting**

**Woodbridge, New Jersey (January 9, 2009)** – On January 8, the New Jersey Chapter of Industrial Commercial Real Estate Women, Inc. (ICREW) hosted keynote speaker Michael Mendillo, President of Wentworth Group, Inc. Mendillo's presentation described his plan of success "Leadership: Executing Your Vision".

He began with a brief background on himself and the company growth. Mendillo is an animated and passionate speaker. Wentworth Group is a predominately a third party residential management firm with **1000 associates**, **300,000 condominiums/HOA**, **active adult**, **High Rise**, **New Construction**, **Rental Apt/investor Mgt** homes along with a few million square feet of commercial real estate under its umbrella. They operate in 14 states from CT to FL, TN and IL and **consider's Wentworth a non-traditional management firm**. In 2008 they broke the \$150,000,000 mark in business.

Mr. Mendillo has more than 20 years of experience in all aspects of leadership and real estate management. He has learned most about leadership though his past experiences in life. Specifically knowing when, and when not to, take advantage of opportunities that present themselves. He stressed we should not fear challenging leadership to bring about change. His path to success was not easy. He told a personal story about how he was thrown out of college 2 times, but ultimately graduated. The lesson learned was no matter how much charm you possess you still have to perform.

His presentation was about the importance of execution in leadership. Mendillo says "No matter what roles you have in the company you work for, you are all leaders in a way. What you do in your disciplines of work or personal life, leadership plays a big part of it". Creating that leadership is critical. He states "Vision without execution is an illusion."

The audience seemed captivated by his words. Mendillo said the only difference between those that have dreams and those that fulfill their dreams is the execution of the vision of their dreams. Understanding your vision by making it simplistic is the key to achieving your goals. He continued to tell us that true leaders share their expectations and direction with their colleagues in order to accomplish their goals.

Mr. Mendillo explained all leaders build teams around themselves. He says good leaders listen, and take people's ideas and absorb them to help create a company vision. Mendillo told us the importance of execution of the vision is based upon communication and the time frames prescribed to reach their goals. He gave an example of today's economy and how what we thought it was a year ago is a now different and we have to be prepared to change. It's a new game and good leaders are prepared to "call an audible" as they do in sports.

He continued with the current economy, where he believes service is going to be the key and leadership is going to be challenged. Respecting individuals, delivering what you promise, accountability and creating an environment where people can be proud are paramount to all organizations. The culture of an organization is as powerful as the character of the individual leading it. Core values of a company are no different than those of a family, they never change.

Mr. Mendillo's address focused on the leaders of today, collaboration and empowering the people who work with them for ideas. In order to succeed leaders of today will have passion. Mendillo says "Passion is infectious. Passion drives the company, it's the engine, the Red Bull of a company that keeps everything going"

His final thoughts: We all have the choice to be better leaders. We can create more growth opportunities, financial reward and most importantly, be happier. He believes that the only way to predict the future is to create it. Apply the power of your potential; create your vision, execute your plan and realize your desired dreams.

ICREW Members will meet again on February 12 for the luncheon meeting at the Woodbridge Hilton.

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ICREW, Inc. is the New Jersey organization for women involved in all aspects of commercial and industrial real estate. Members represent fields as diversified as accountants, architects, appraisers, asset/property managers, attorneys consultants, developers, lenders, leasing and sales brokers, mortgage bankers/brokers, marketing specialists, market and investment analysts, corporate real estate representatives and title/escrow officers. For more information contact ICREW at 732-842-5070, via email [icrewnj@crewnetwork.org](mailto:icrewnj@crewnetwork.org), or visit their website at [www.icrewnj.org](http://www.icrewnj.org).