

**REIAC Southwest
Breakfast Series
December 8, 2020
Virtual Meeting**

Sponsored by



Come hear our industry experts provide an update of the retail market and their thoughts on changes for the post-Covid environment.

Featured Panel



Judi Butterworth

**Judi Butterworth
Senior Vice President
ORION Investment Real Estate**

Ms. Butterworth sells and leases everything retail—including selling and leasing shopping centers, outparcels, land and retail buildings plus representing tenants and retailers. A top producer for over four decades, Judi is known for her superior market knowledge, integrity, work ethic, and negotiating skills.

Judi was the first female Arizona State Director for the International Council of Shopping Centers and is a frequent industry lecturer. She has also served on many civic commissions like the Phoenix Zoning Board of Adjustment and the Paradise Valley Planning Committee. During her long career she has trained and mentored many brokers and interns.



Jan Fincham

**Jan Fincham
Principal
Lee & Associates**

Mr. Fincham is a licensed Arizona Real Estate Broker and a graduate of the University of Kansas. He is an active member of ICSC. As a leader of Lee & Associates' Capital Markets Group, Mr. Fincham specializes in retail, office and industrial investment sales throughout Arizona and the Southwestern United States. Recognized as one of the top investment real estate professionals in the Southwest, Mr. Fincham has been involved in the acquisition, disposition, structured joint ventures and recapitalizations of over \$5 billion of investment properties over the past 33 years. Mr. Fincham is a member of the Lee & Associates National Investment Advisory Group and is a company leader in investment sales strategies. The Fincham Investment Group is consistently the top producing investment sales team within the national Lee & Associates network.



Kalen Rickard

**Kalen Rickard
Senior Vice President
Western Retail Advisors**

Kalen Rickard is a Senior Vice President of the Phoenix office, specializing in retail agency leasing, capital markets acquisitions and dispositions, and retailer representation. Kalen's vast market and transactional knowledge aids his retailer, landlord and developer clients alike. He represents owners of real estate encompassing Fortune 100 companies, publicly-traded real estate investment trusts, syndicated real estate funds, receivers of bank-controlled assets, national and local retail developers, multigenerational family held assets and high net worth individuals. His tailored approach is based on empirical market data as well as experience-based analysis, extensive locational knowledge, creative market strategies, a strong attention to detail, and a high level of energy on behalf of his clients.

Best Regards,

David Kross
REIAC Southwest President

Richard J. Lund
REIAC Southwest Program Chairman

Schedule:

Tuesday, December 8, 2020

8:00am Log on to webinar – Bring Your Own Breakfast

8:05am – 9:00am Program

Location:

Virtual Meeting on Zoom

[Register online to receive the zoom link](#)

Fees:

REIAC Members: Free – [Registration Link](#)

Invited Guests: Free – must be accompanied by a member.

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