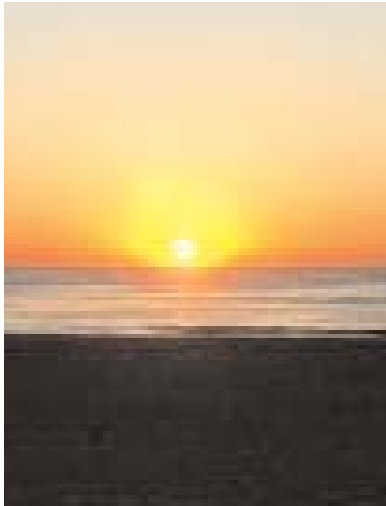


GREEN PASTURES

The Monthly Internal Newsletter of Massey Knakal Realty Services

HEY, JUNE...



- The **2008 Sales Recognition Trip** has been announced and will be in held in **Cancun, Mexico** from **January 2-5, 2008**. The qualification period is **October 1, 2006 through September 30, 2007**. **Peter DeCheser, Meyrick Ferguson, Paul Smadbeck and Swain Weiner** have already qualified!
- Through August 31, 2007, **administrative staff are now leaving on Fridays at 2 p.m.** Casual Fridays were also announced and will run from now through the end of summer. **Use good taste.**
- **June 25, 2007** marks the **last Monday sales meeting until after Labor Day.**
- There has been a great demand from **candidates for summer internships**. Therefore, the sooner you submit your request, the quicker and easier the process is in securing a top notch intern. **Call Human Resources Director Gia LaMarca at 718.275.3400, x2627.**

RISING STARS



Congratulations to **Nikolay Diankov, Adam Hess, Clint Olsen, Larry Sarn, Jeffrey Shalom and Swain Weiner** on being named **2007 Rising Stars** in



commercial real estate by **Real Estate Weekly**. The award was given to those who are relatively new to the commercial real estate industry but have already made a big impact and are someone to watch out for in the future. They were recognized in last week's issue.



Massey Knakal congratulates all of you!

HOT TIP OF THE MONTH

“Presenting the Evaluation”

- Always do a comprehensive evaluation of the property- don't miss any of the important components including investor, comparable sale, user and development analysis.
- Schedule enough time for presentation. Pick a comfortable place with enough space to spread out the materials. And be prepared to do a “short form” presentation if seller's time is unexpectedly shortened.
- Always try to get them into the MK offices. Bring a partner or another MK broker. “Team approach” conveys a large group will market the property. And follow up on the presentation!

SARATH AND LIVELY FIND SUCCESS IN THEIR 20s

An official congratulations to **Mark Lively** and **Brian Sarath** on being named two of **Real Estate New York** magazine's **Top 30 under 30!** This honor denotes them as rising stars in commercial real estate at a young age. It is a prestigious honor and credit to Massey Knakal, as well as their personal achievements and success. Both were featured earlier this year in **RENY**. Congratulations once again!



MONTHLY INTERVIEW - ROBERT BURTON

Senior Director of Sales, SoHo, Manhattan Office



Many people may not know this but you began your career as a professional actor. What made you choose such a challenging profession?

My mother was a divorced single mom raising two kids in the 50's and 60's and still found time to act at California's First Theatre in Monterey, California. My sister and I saw her in many plays and she did love acting. I first starred as the lead in "Arsenic and Old Lace" during my senior year of high school in the Cary Grant role without even auditioning. In college I started doing TV commercials and eventually went to Los Angeles to act full time after graduation. I had a lot of fun in Hollywood and worked in stage, screen and television.

How did you parlay that into a completely different career in real estate?

In 1977 I was cast in a soap opera here in NYC and came to play the lead villain in "For Richer, For Poorer" on NBC. Male villains don't live long on soap operas so after doing six different contract roles, I sold my houses in Los Angeles and kept New York as my home base. During this time I had been rehabbing houses as a way to supplement my sporadic income (98% of the Screen Actors Guild are unemployed at any given moment) and found I liked real estate. I started as a broker in California (where they use escrow agents and don't permit attorneys to get involved in real estate transactions) and then started as a residential broker here. After a few years I found I preferred the commercial side of the business and called Paul Massey. The rest as they say is history.

What would we have seen you in? What was your favorite role?

The role most people will remember me in is as the student Chad in "Trilogy of Terror" with Karen Black. I've acted with a lot of famous and not so famous performers and most of them are absolutely terrific.

You've lived along both the East and West Coasts. Which is better?

Comparing the two coasts, when it comes to show business, I prefer NYC. In California people say things like, "Call me and we'll have lunch" and don't mean it and will duck your calls. I think it's just that there are too many people trying for too few acting jobs. In NYC, people don't have time. They either say, "You're interesting, come in" or "Sorry, I just don't have the time right now. Sorry."

You not only sell buildings in SoHo but you're also are a longtime resident of the neighborhood. What's the draw?

Regarding living in SoHo, I got lucky. I've only lived in two places in NYC and the first was a floor thru apartment in Chelsea on a month to month basis for six months. When the owner sold the apartment I found my present place. Back then I was one of the pioneers of SoHo. Then SoHo took off and went from being a desolate area at night to the lively place it is now.

*Who would you like to see interviewed next?
Email Kari Neering at kneering@masseyknakal.com no later than June 15. Feel free to include any burning questions you may have.*

SCHEDULE

6/11/07 - Executive Committee Meeting, 5 p.m., Manhattan
6/13/07 - Partners Meeting, 5 p.m., Manhattan
6/14/07 - Annual MKRS Picnic, 4:30 p.m., Larchmont
6/15/07 -Dept. Heads Meeting, 2 p.m., Manhattan

BIRTHDAYS

Antonino Belcastro 6/6
Cory Rosenthal 6/9
Shannon Krause 6/9
Eric Greenfield 6/11
Nalini Chugh 6/11
Mack Tham 6/11
Jordan Zotts 6/12
Brian Leary 6/13
Mike Annunziata 6/13
Karl Brumbach 6/13
Ilya Bratman 6/21
Shimon Shkury 6/25
Meyrick Ferguson 6/30

ANNIVERSARIES

Kevin Clark 6/5/06 (1)
Matthew Giordano 6/5/06 (1)
Brian Hanson 6/5/06 (1)
Rubin Isakharov 6/5/06 (1)
Kari Neering 6/7/04 (3)
Karen Shulman 6/7/04 (3)
Christy Moyle 6/15/90 (17)
James Nelson 6/15/98 (9)
Peter Schubert 6/23/03 (4)

Please submit your opinion or perspective regarding any issue related to maximizing the company's best interests (between 100-125 words) to Kari Neering, Director of Public Relations, at 212-660-7735 or kneering@masseyknakal.com. Deadline is 6/15.