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**June 09th 2009: "How to Align Your Real Estate Decisions with Your Strategic Business Plan" guest Gil Medina, Cushman and Wakefield**

Gain insight and practical suggestions from one of the top commercial real estate strategy and execution firms in the USA in Ambler's timely interview with Gualberto (Gil) Medina, the Executive Managing Director of Cushman & Wakefield. Hear how to capitalize on unique opportunities in today's cash and credit strapped markets. Learn when and how to "lend and extend" commercial leases on your investment properties. Gain an improved sense of timing when buying undervalued assets, leasing to yourself, and then selling to developers. Hear how to avoid the mistakes typically made by executives of m

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### Featured Guest



#### Gualberto (Gil) Medina

Gil Medina is responsible for managing Cushman & Wakefield's NJ operations; for the management and business development of all of the service lines; for formulating and implementing strategic initiatives for the company throughout NJ; and for securing major accounts. Gil served as the Sec. of Commerce for the State of NJ. He was the Whitman Administration's point- person in the creation of incentive, finance and regulatory programs that today constitute the state's core economic growth policies and was responsible for NJ's international trade and investment promotion initiatives. Gil is a technology professional who has participated in the formulation of technology policy in various c

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