



School of Business  
Executive-in-Residence Program

The School of Business Executive-in-Residence Program is primarily a student motivational tool with a secondary purpose of providing an opportunity for the firm to express where they fit in the world of business, what their business expects from their professional employees, and what tools and skill sets prospective employees are expected to possess.

For students to gain an understanding of the concepts and processes fundamental to productive business activity, the Executive-in-Residence shares the scope of activity and responsibilities of his/her position, how activity within his/her area is linked to other functional areas within the organization, and the personal background in developing the skills necessary for the position he/she holds. The program brings real-world business experience into the classroom.

**Eastern Illinois University**

**Lumpkin College of Business  
and Applied Sciences**

**School of Business**



**Charles W. Witters**

Senior Vice President

Lee & Associates Nevada, Inc.

Spring 2010

Executive-in-Residence

Open Presentation:

“Real Life Commercial Real Estate:

The Good, the Bad, and the Ugly”

Tuesday, March 23, 2010 at 7:00 p.m.

Roberson Auditorium, Lumpkin Hall 2030

## Biography

Charles W. Witters is a Senior Vice President of Lee & Associates Nevada, Inc., a commercial real estate firm. He joined Lee & Associates in 1984, became a founding partner of Lee & Associates' Ontario office in 1987, and has been with the Lee Nevada office since 1993. Witters graduated from Eastern Illinois University with a Bachelor's Degree in Business and received his MBA in Finance from Illinois State University.

Prior to joining Lee & Associates, Witters acquired fourteen years of experience in management, marketing, and finance, having previously worked for Mobil Oil, Occidental Petroleum, and Fluor Corporations. He has been involved in numerous lease and sale transactions during his real estate career.

Witters is a member of the Society of Industrial and Office Realtors (SIOR) and was a SIOR Educational Foundation Trustee for nine years. He was elected to serve as the SIOR Regional Director for the Mountain Region and to serve on the National SIOR Board of Directors for 2006, 2007, and 2008. He was the 2001 President of the Nevada Chapter of SIOR and is the Chapter President in 2010. Additionally, he is an active member of NAIOP, the Commercial Real Estate Development Association. At the 2007 Spotlight Awards, Chuck was named NAIOP "Office Broker of the Year" for the eighth time in ten years. He also served on the NAIOP Board of Directors of the Southern Nevada Chapter of NAIOP for nine years.

## Itinerary

### Tuesday, March 23, 2010

- 2:00 Welcome  
Lumpkin Hall 4025  
Hosts: Cheryl Noll & Marko Grünhagen
- 2:30 Campus Tour w/Jackie Joines, Lumpkin Hall 4800
- 4:15 Equipment Check w/Toni Smith  
Lumpkin Hall Auditorium
- 4:30 Dean Diane Hoadley, Lumpkin College of Business & Applied Sciences, Lumpkin Hall 4800
- 5:15 Dinner at Roc's Restaurant & Lounge  
Host: Marko Grünhagen
- 7:00 Open Presentation:  
"Real Life Commercial Real Estate: The Good,  
the Bad, and the Ugly"  
Roberson Auditorium, Lumpkin Hall 2030**

### Wednesday, March 24, 2010

- 10:00 MBA Roundtable Discussion, Lumpkin Hall 3011  
Host: John Willems
- 11:00 Lunch w/School of Business Faculty  
Lumpkin Hall Atrium
- 12:00 Classroom Presentation, Lumpkin Hall 2030  
Chuck Chahyadi's FIN 3720, Investments  
Doug ZuHone's FIN 3760, Real Estate Investments
- 1:00 Classroom Presentation, Lumpkin Hall 2030  
Doug ZuHone's FIN 3740