



# Member Profile

November 17, 2009



<b>BIOGRAPHICAL INFORMATION: [PLEASE ANSWER ALL OF THE FOLLOWING]</b>	
<b>NAME:</b>	Melanie W. Hughes
<b>COMPANY &amp; TITLE:</b>	Bradford Companies/Senior Vice President
<b>HOMETOWN:</b>	I was born in New Orleans, but I grew up most of my life in Pass Christian, Mississippi.
<b>BIRTHDAY:</b>	August 17 <sup>th</sup> .
<b>FAMILY (INCLUDE AGE OF CHILDREN):</b>	My husband, Randy, and I have three "grown-ish" children, Marissa, Monica and Hampton, ages 24, 21 and 19.
<b>COLLEGE ATTENDED AND DEGREES:</b>	S.M.U., where I received my B.B.A.
<b>OTHER PROFESSIONAL ORGANIZATIONS:</b>	NTCAR, NAIOP, DREM, Cox School of Business Alumni Association.
<b>CREW DALLAS HAS BENEFITED MY CAREER IN THE FOLLOWING WAYS:</b>	When I was still new in the business in the 1980's, I felt that CREW provided me with support, encouragement and a place where I could contribute. Even in the early days, CREW was well respected in the industry, because it was always operated with a high level of professionalism. I was proud to be Co-Chair of the CREW Classic when it was in its infancy stages; and recall how amazed participants were of CREW's vision and accomplishments, when it was still a relatively young organization.
<b>IN THE CURRENT ECONOMIC CLIMATE, DO YOU SEE YOUR EXISTING CAREER ROLE IN COMMERCIAL REAL ESTATE EVOLVING IN A NEW AND/OR DIFFERENT DIRECTION AND IF SO, HOW?</b>	I've spent my career leasing office buildings, and over the course of the last year, my role has evolved, in that I have accepted assignments that were atypical of what I normally lease; including a vacated movie theater and a former health club facility. I believe that diversifying product type in a strained economic environment can be financially beneficial, and can expand one's knowledge and experience of other types of assets.
<b>QUESTIONS:</b>	
<b>1. I AM MOST PROUD OF:</b>	The closeness of my family.
<b>2. THE BEST ADVICE I HAVE RECEIVED IS:</b>	There are no short cuts in life.
<b>3. THE PERSON WHO INFLUENCES OR INSPIRES ME THE MOST IS (BRIEFLY DESCRIBE WHY):</b>	I would have to say my mom, because after being widowed with 6 young children, she found a way to go back to school and receive an undergraduate, graduate and then her doctorate degree.
<b>4. THE THREE QUALITIES I THINK WOMEN SHOULD HAVE TO BECOME STRONG LEADERS ARE:</b>	Great character, an open mind, and the desire to promote those around you.
<b>5. IF I WERE MENTORING A YOUNG WOMAN ENTERING THE REAL ESTATE INDUSTRY TODAY, I WOULD TELL HER THESE FOUR PIECES OF ADVICE:</b>	<ol style="list-style-type: none"> <li>1. If possible, train under an experienced mentor that shares your basic belief system.</li> <li>2. Don't apologize for your inexperience. Your youth, enthusiasm and work ethic will carry you through your early years in the business.</li> <li>3. Don't be discouraged by the fact that the industry, by and large, is still male dominated. Women were built for this business.</li> <li>4. It's almost always about relationships.</li> </ol>
<b>6. MY FAVORITE ACTIVITY OR PLACE IN DALLAS IS:</b>	Friday Night Lights!
<b>7. THE PERSON WHO ENCOURAGED ME TO JOIN CREW IS:</b>	I can't recall who encouraged me to join CREW, but it was Karen Wilson who encouraged me to become involved after I joined.

