



# REAP Los Angeles



## Class of 2017

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**Andrea Johnson**

As an investor consultant with excellent customer service, Andrea focuses on buying strategies for investors. Her consulting work focuses on applying market knowledge to help educate investors with realistic outlooks to achieve their investing goals. She has held her Real Estate license for 9 years. Andrea loves talking with clients!

Andrea is a graduate of the University of California at Los Angeles, where she received a BA. While at UCLA, she enjoyed a Real Estate Investing and Financing course. In addition, Andrea has completed a Construction Contracting Business Fundamentals series. She is an active member of the Beverly Hills/Greater Los Angeles Association of Realtors.

Outside of work, she likes reading and enjoys time with sons' Chad and Kent, particularly the time spent outdoors. Andrea really thrives on challenging herself athletically.

Also, she serves in her community through Men of Valor, a non-profit, transitional housing program. Mentoring previously homeless young men ages 18-25 through leadership and guidance in efforts to ensure positive directions to graduate from the program with education, training, and employment to lead productive and self-sustaining lives is a passion.



**Anne Talton**

Anne Talton from suburban Chicago, is an alumna of Spelman College (Atlanta), Indiana University (South Bend), Roosevelt University, International Business MBA (Chicago) UCLA Paralegal Program and Southwestern University, School of Law (Los Angeles), also having studied abroad at Université de Dijon (France) and University of Virgin Islands (St. Thomas) Public Administration.

Ms. Talton started her career at the Village of Bellwood, IL as Housing Director tackling “re-segregation” issues that threatened community stability. After moving to Los Angeles with a brief stint in the hospitality industry (Starwood) and banking (Wells Fargo) she worked with major law firms providing Computerized Litigation Support, while being an Adjunct Professor at West Los Angeles Community College for English Second Language and Paralegal Studies.

Returning to Atlanta Ms. Talton served as Compliance Director for a subsidiary of Ford Motor Company for 6 years, making regulatory filings in all 50-U.S. States and 10-Provinces in Canada. As a licensed Insurance Agent the past 7 years, Anne managed her own Insurance Agency earning rank as top producer and recognized as one of Atlanta’s top 25 Women Entrepreneurs.

After several years investing in residential real estate, she recently obtained a RE license and is now eager to join the commercial real estate industry to impact development of re-gentrified communities. Anne’s interest include: international travel, writing, women in film & television passion and youth mentorship programs.



**Ansar Khan**

Ansar Khan moved to Orange County from Baltimore at an early age. Went to school in OC and graduated with a Business Administration degree from Cal State University of Fullerton and did a Masters in Management from University of Redlands.

Currently, he works as Realtor at Keller Williams Pacific Estates as a residential agent. He is looking to expand his network and develop relationships in the real estate arena. He is looking to get into Commercial Real Estate in doing Multi-family investing, equity partnerships, acquisitions, and crowd funding.

Some of Ansar’s hobbies are to doing outdoor activities that include: hiking, biking, motorcycle race, and trying to learn surfing. He enjoys spending time with his family and friends and travelling whenever he gets a chance.



**Christopher Martinez**

Chris began his real estate career in the affordable housing sector with FannieMae and Home Ownership Made Easy (H.O.M.E). He worked on HOME’s C.L.T (Community Land Trust) initiatives and oversaw their tenant- landlord transactions.

Chris progressed into the private sector with the Wells Fargo Residential Lending branch where he was focused on residential lending transactions with FHA & Conventional loans, 2nd mortgages and equity lines of credit. Before joining the Evanisko Realty team, Chris worked for successful landlord GE Capital/Arden Realty’s Market Intelligence team and Westfield Shopping Mall’s Market Research team focusing on broker & tenant contracts, data sales trends and demographic analysis.

Chris completed his Bachelors Business degree from the University of San Francisco where he also played for the Division I Men’s Soccer program. Additionally, he holds a Masters of Planning with an Economic Development focus from the University of Southern California – Sol Price School of Public Policy.



**Erick Hernandez**

By aligning himself with professionals and continually refining his skills through further educational courses, Erick Hernandez has become a highly referred Broker by his past clients and has earned the respect of other professionals within the industry.

With his extensive tenure and as a second generational real estate professional, he has developed great organizational skills and has implemented great systems in place. His twelve years of being in the real estate industry and having been mentored by top agents in the field has given him a clear vision of opportunities to make a positive difference in his client’s life.

His charismatic nature and listening style, allows him to explain contracts with such ease and comfort earning him high marks with his clients. His enthusiasm and passion in life has carried over to his personality while never losing emphasis on the importance of creating personal client service that goes beyond expectation. Erick knows that the creation of a long-term relationship is far more valuable than any single transaction.

By continuing his further education, Erick is able to give his clients the information they need to make smart decisions in this fast-moving market, offering the patient guidance and attention to detail that is valued as much by multi-million dollar investors, developers and as it is by seasoned pros.

At Keller Williams, Commercial Division, he has proven to go beyond assisting experienced investors with locating and securing great opportunities, he proactively eliminates the complications that are typical of the transaction process by anticipating any challenges that may arise. Ensuring all parties fulfill their obligations to one another on time, Erick is dedicated to providing the highest level of service and support, negotiating the best price, and making sure escrow closes.

With Erick Hernandez, you'll have exceptional customer support every step of the way even if it means holding your hand through the process.



**Ivory Chambeshi**

Ivory Rose Chambeshi, servant leader, urban planner and 'squeaky wheel' for social equity, is committed to harnessing the power of individuals and communities to achieve equity and economic empowerment. Applying over a decade of experience in non-profit management, planning and small business development spanning the United States and Africa, she is the Founder & Chief Champion of Urban Rising Group, a South Los Angeles-based community development consultancy comprised of Champions of Impact.

Urban Rising Group helps organizations and communities cultivate healthy, equitable and connected communities with services including strategic and land use planning, capacity-building and community outreach. Before beginning her entrepreneurship journey, she served in program management capacities in the USC Supplier Diversity Services department and at Vermont Slauson Economic Development Corporation, among organizations.

She holds a BA in Ethnic Studies from UC Riverside, and Master's degrees in Public Administration and Urban Planning from the University of Southern California. When not serving clients which include businesses, nonprofits and public agencies, she enjoys volunteering to cultivate the next generation of entrepreneurs as a National Foundation for Teaching Entrepreneurship business coach/judge and as an American Planning Association committee member.

The roles she prizes most are mommy to a spunky 3-year old daughter, wife, and member of a family which emphasizes a commitment to uplifting the “least of these” among us.

*REAP Program Interests:* Public/private partnerships; capital markets; community and economic development in the areas of multi-family housing and mixed-use models.



**Justin Ecung**

After studying public relations and marketing at Utah State University, Justin has contributed to business development at tech and financial firms. Being new to commercial real estate, his interest lies in understanding various careers and opportunities within the industry.



**Justin Murry**

Justin Murry is a Director at Experian, a global information services company. In this role, Justin is responsible for strategy and data expansion within the Consumer Information Services business unit, which holds data for over 200 million U.S. consumers.

His professional background encompasses a vast array of financial services experience, namely within the regulatory sector. Justin led commercial risk management programs within the United States Treasury and worked for a global investment bank in London, England.

Justin holds degrees from Morehouse College and Wake Forest University. He resides in Irvine, CA with his family. He is a lifelong New Orleans Saints fan and avid traveler.

What guides his real estate interest is the potential to create generational wealth and reinvigorate communities.



**Kerel Sharfner**

Kerel Sharfner, a broker at DAUM Commercial Real Estate Services specializes in the leasing and selling of Industrial properties. Prior to working at DAUM, Kerel worked as an account executive at LoopNet, most recently acquired by the Costar Group. He was chosen as part of a select group responsible for leading the national expansion of online CRE listings and analytic data. During his time at that company, he taught property investors, owners, and brokers how to effectively use analytic data to value commercial buildings.

Kerel received his Bachelors of Science degree from California Lutheran University where he majored in Business Management. He participated in an exchange program in New York where he studied international business at Wagner College. Mr. Sharfner is a member of the American Industrial Real Estate Association.

Upon completion of Real Estate Associate Program, Kerel plans to continue his career with industrial brokerage. Ultimately he has goals of personal real estate investment, as well as forming a syndicate of developers and investors that have desires to improve underserved communities throughout the United States. Kerel and his wife make their home in Porter Ranch, California.



**Lauren Brown**

For 17 years, Lauren Brown has produced content, creative strategy and events for the nation’s leading non-profit, political and entrepreneurial institutions.

As a writer and strategist whose clients and credits include Coca-Cola, The Weather Channel, Georgia Public Broadcasting, The Young Turks, Planned Parenthood, The National Visionary Leaders Project and New Leaders Council, Lauren began building digital campaigns and strategies in 2005 through her own company Lauren Brown Media. In 2009, Lauren returned to her education at Spelman College, where she led the Digital Moving Image Salon under Ayoka Chenzira, produced two Reel Women Film Festivals while completing her degree in Women's Studies with an emphasis on media entrepreneurship. Lauren was named the first social media professional by any Historically Black College and led the President's Office of Communication to be named one of the top 10 colleges using social media by [StudentAdvisor.com](http://StudentAdvisor.com).

Since then Lauren has continued her work as a partner in Meridian Solutions a Washington, DC based consulting practice in service to Black women, non profits and artists using creativity to change the world.

Her interest in the commercial real estate industry lies in advocacy and political engagement driven by the major trade associations, investment and capital markets and commercial real estate as it pertains to her family business in agriculture (timber) and rural development.



**Nina Robinson**

Dr. Nina Robinson started her career in medicine while taking nursing classes when she was still in high school. After becoming a nurse, she entered the Army and served in Desert Storm all the while completing college at Norfolk State University with a degree in medical technology and progressing up the ranks as a Captain. Prior to entering medical school she worked as an Infection Control Director at Norfolk Community Hospital for 2 years where she worked to reduce college sexually transmitted infections by developing a student clinic in the hospital which dispensed condoms and provided needed sex education.

Dr. Nina Robinson attended Temple University where she studied foot and ankle surgery and medicine. She served as class president during her freshman year and resident coordinator during her senior year.

Today, Dr. Nina Robinson is currently practicing as a Doctor of Podiatric Medicine & Surgery with a sub-specialty in Diabetic Wound Care and Limb Salvage in a Beverly Hills multi-specialty group. She arrived in Los Angeles 10 years ago after completing a 4yr medicine and surgery residency in New York and ending in Los Angeles.

After completing her last surgical residency at a Los Angeles hospital, Dr. Robinson worked in a community with a large diabetic population where she thrived and levied her skills to create a diabetic workshop to educate patients on their illness.

Shortly after leaving the practice she started a private practice in Reseda and has worked in multiple areas of Los Angeles in other practices. She has remained true to her calling as a doctor by providing unparalleled care and service to all those who needed her expertise and experience.

Dr. Robinson gives lectures around the community on subjects such as Diabetic Neuropathy, Maintaining Healthy Feet, Wound Care and a plethora of other health related subjects.

She remains a member of The American Diabetes Association, The Association for the Advancement of Wound Care, California Podiatric Medical Association, American Podiatric Medical Association, and is a lifetime Veteran of the US Army.



**Sherman Perryman**

Sherman Perryman is a Commercial Real Estate Agent at Perryman Commercial. While at Perryman Commercial Sherman has had the opportunity to specialize across several domains such as business, multifamily, and office building sales. Prior to his career in real estate Sherman attended Morehouse College and was involved in student activities such as the Lehman Brothers Stock Competition, Morehouse Real Estate Club, and Morehouse Entrepreneurship Club. Sherman's work history primarily includes mortgage banking, insurance sales, tax preparation, real estate sales, and business sales.

As a commercial real estate agent, Sherman has a passion for finance and plans on using his passion for helping people advance in his community. He has a desire to create opportunities for those in his community in addition to creating advances to build the economy.



**Umaymah Rashid**

With more than ten years of industry experience as a multimedia producer, newspaper and website editor and writer, adept in content management, public and media relations, community relations, and strategic communications, Umaymah Rashid currently serves as the Public Relations Specialist for the City of LA's Information Technology Agency (ITA), including ITA's LA CityView 35 Media Group.

Umaymah was recently selected to sit on and manage parts the City of LA's citywide social media committee, the committee responsible for branding, launching, and managing the City of LA's official social media channels. She graduated from Fresno State with a B.S., degree in Business Administration and Mass Communication & Journalism.