

Memphis Business Journal - June 8, 2009  
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# Memphis Business Journal

Friday, June 5, 2009 | Modified: Monday, June 8, 2009

## Jon Albright

Partner, Investec Realty Services, Commercial Real Estate Brokerage & Development

Memphis Business Journal

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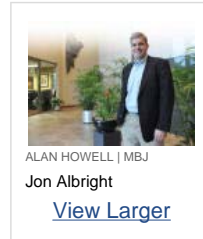
**Business philosophy:** Willingness to give a little extra effort to get the job done.

**Best way to keep competitive edge:** Forcing myself to find new ways to do things and willingness to take certain risks.

**Guiding principle:** Shoot people straight.

**Yardstick of success:** Did what you do make a difference?

**Goal yet to be achieved:** Would like to be involved in a master planned multiple-use community and to be an author.



### Judgment calls

**Best business decision:** Deciding to get involved in commercial real estate and then going in my own directions within the industry.

**Worst business decision:** Assuming all people are as motivated and as honest as I would like.

**Toughest business decision:** Not accepting a job offer in my hometown because the opportunity was not as good as the emotional pull to return home.

**Biggest missed opportunity:** Not seeing how big "bottled water" would become. Seriously, not being able to put some developments together and seeing that the idea was right, but achieved by other people.

**Mentor:** My father has been my hero and the example of how you should live your life. I have been fortunate to have had several professional mentors who have aided and guided me in my profession.

**Word that best describes you:** Competitive

### True confessions

**Like best about job:** Flexibility and ability to pursue different opportunities.

**Like least about job:** Length of time to complete some assignments.

**Pet peeve:** Lack of personal responsibility and accountability.

**Most important lesson learned:** Be willing to keep trying even if you have had to take a few detours along the way to get where you want to go.

**Person most interested in meeting:** Tiger Woods

**Most respected competitor:** I have a lot of respect for the CB Richard Ellis group as a whole.

**Three greatest passions:** Family, Civil War history and trying to stay in shape as I get older.

**First choice for a new career:** Athletics director.

### Predilections

**Favorite quote:** "It's not the size of the dog in the fight, it's the fight in the dog that matters."

**Most influential book:** *The Bible*

**Favorite cause:** Alzheimer's

**Favorite status symbol:** Father

**Favorite movie:** "My Big Fat Greek Wedding"

**Favorite restaurant:** Jim's Place Grille

**Favorite vacation spot:** I enjoy the mountains in Utah and Colorado.

**What's on your iPod?:** James Taylor, various 70's music

**Favorite way to spend free time:** Running or playing racquetball

**Automobile:** Mercedes Benz S-350

**Albright**

Grew up in Greensboro, N.C. and came to Memphis in 1980 to attend Memphis State University, which is now the University of Memphis. Albright got started in commercial real estate in 1988 by joining the Weston Cos. where he worked in warehouse leasing. He left in 1997 to form his own company, Jon Albright Real Estate Services LLC, before joining Investec in 2007. Albright, who has earned the Certified Commercial Investment Member designation, also currently serves as president of the Memphis Area Association of Realtors for 2009. He has been married to Stefanie for 24 years and they have three children, Doug, 21, Kacey, 19, and Allie, 17.

**First job:** I worked in the maintenance area of a club cutting grass and maintaining tennis courts.

**Education:** Undergraduate degree in business administration from the University of Memphis

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