



John Crossman

President



407.581.6218

jcrossman@crossmanco.com

33333 S. Orange Ave
Orlando, FL 32806

LICENSES/DESIGNATIONS

CCIM

Licensed Real Estate Broker,
State of Florida

John M. Crossman is President of Crossman & Company, one of the largest retail leasing, management, development, and marketing firms in the Southeastern United States, with over 20 million square feet of properties located in Florida, Georgia, Alabama, South Carolina, North Carolina and Tennessee. He has been in the real estate business for over 20 years and has personally been involved with more than \$1 billion in transactions.

John has been an active member of ICSC for over 19 years. He has also held a national-state or regional-level ICSC leadership position since 1997, including the ICSC RECon Advisory Board, NOI+ Committee, CRP/CSM Admissions and Governing Committee and a member of the ICSC Foundation Board of Directors. John is President Elect for the Central Florida chapter of NAIOP. He is also an executive board member for Florida State University Center for Real Estate Education as well as an executive board member for both the University of Florida Bergstrom Center for Real Estate and the Dr. P. Phillips Institute for Research and Education in Real Estate College of Business Administration University of Central Florida.

As an active speaker and writer on national retail issues, John has been featured in The Wall Street Journal, Forbes.com, Shopping Centers Today, Shopping Center Business, South Florida CEO, CBS News Radio, The Orlando Sentinel, and each of the Business Journals throughout Florida, among others. John's areas of focus have ranged from retail, real estate, public/private partnership trends to leadership and community development. Locally, John has also been nominated as Orlando Business Journal's Most Influential Businessman and Top 10 Businessmen to Watch in Central Florida and is known as a leader in social media. John has been appointed to the Regional Service Academy Nomination Board for U.S. Senator Marco Rubio in 2011 and 2012. In 2013, at age 41, he was the youngest Florida State University graduate to be inducted into the FSU College of Business Hall of Fame.

John is known notably for his passion for diversity and working with college students. John strives to provide equal opportunities to students majoring in real estate and those who attend universities where degrees in real estate have not yet been established. Currently he works with Florida Agricultural and Mechanical University and Bethune-Cookman University students who are involved in real estate clubs with opportunities to have a career in the profession. John also mentors students throughout the state of Florida including those attending Florida International University, Florida State University, the University of Central Florida and the University of Florida and to name a few. Throughout each year, John takes the time to visit colleges and universities, educating students on how to be successful. One of John's infamous speeches, known as the "Top 5" allows students to acknowledge top 5 ways to get fired as well as the top 5 ways to get hired. Other lectures that have been well received include: "If I were 21" and "How to choose a career in real estate." John also provides training on how to prepare for conferences and networking. Acting on his passion to serve students, John has an endowed student scholarship foundation established at Florida State University as well as Bethune-Cookman University, named after his father, the late Reverend Kenneth C. Crossman.

John earned a Bachelor of Science in Real Estate from Florida State University and has been an Orlando resident for the past 23 years. In his spare time, he is involved with numerous charitable activities including the ICSC Foundation, the Good News Jail & Prison Ministry, Purpose Orlando, the Naval Special Warfare Foundation, Florida Hospital, Polis Institute, the Christian Service Center, Samaritan Village, Desire Street Ministries, Summit Church, Grace Medical Home, Front Line Outreach, The Marriage Show, niceSERVE, Man in the Mirror and I Am Second. John considers his greatest achievement to be the fact that his wife, Angie, agreed to marry him in 1996. They have two daughters, Claire and Ava - Ask John to show you pictures.