

40 UNDER 40

CLASS OF 2013



PHOENIX
Business Journal

PREMIER SPONSOR:

True to your money[®]



MIDFIRST BANK

TITLE: Principal

ORGANIZATION: Lee & Associates Commercial Real Estate Services

AGE: 36

FAMILY/PETS: I am a native, and my family is here in the Valley.

ALMA MATER: University of California at Irvine

DESCRIBE YOUR JOB:

Negotiating lease and sale transactions for office tenants and landlords

FIRST EXPERIENCE IN

COMMUNITY SERVICE: Dropping gifts off to an "adopted family" at Christmastime

MOST CHERISHED AWARD OR RECOGNITION:

Four-time U.S. Father and Son Tennis champion

MOST ADMIRER OR RESPECTED COMMUNITY LEADER:

Jerry Colangelo for his continued leadership and contribution to Phoenix

ANDREW CHENEY spent four years cultivating lifelong relationships on the professional tennis circuit before settling down to start a three-year apprenticeship in real estate with Lee & Associates. Nine years later, he's a principal of the firm and part of its top-producing team. In his minimal spare time, he helped form NAIOP Arizona's developing leaders group and serves on the Men's Arts Council — and he remains a top local tennis player.

HOW YOU WOULD SOLVE

ONE PRESSING SOCIAL

ISSUE IN ARIZONA: To

address the issue of living above your means, I would institute a mandatory class to be taught in all Arizona high schools. The class would be called, "If you don't have the money, don't buy it."

FAVORITE VIDEO GAME CHARACTER OF ALL TIME:

Little Mac from "Mike Tyson's Punch-out"

ONE THING YOU COULD LEARN FROM THAT

CHARACTER: Have courage and stay on your toes.

IS THERE ONE MOMENT IN YOUR LIFE YOU WISH YOU COULD PRESS THE "RESET" BUTTON FOR?

When my mother offered to teach me how to play the piano and I turned her down.

Andrew Cheney

