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**Richard Podos**  
CEO & President  
Lance Capital LLC

**Name:** Richard Podos

**Title:** CEO and President

**Company:** Lance Capital, LLC

**Location:** New York, N.Y.

**Birthplace:** Salt Lake City, Utah

**Family:** Married

**College:** New York University

**First job outside of real estate:** United States Marine Corps

**First job in real estate or allied field:** N. Peter Burton & Co., a NYC commercial real estate broker

**What do you do now and what are you planning for the future?** We provide specialized financing primarily relating to tenant improvements and specialty-use buildings, based on the credit of the tenant. As an example, we recently provided \$44 million in tenant improvement financing to support a 400,000 RSF lease to the City of New York, at a rate well under 5%. We are rolling out a program for TI financing across the country, and also starting on similar international activity in the UK.

**Hobbies:** Cooking, historical fiction, science fiction, SCUBA

**Favorite book:** "Stranger in a Strange Land" by Robert Heinlein

**Favorite movie:** "Apocalypse Now"

**Persons you admire most (outside of family):** Winston Churchill, Sam Zell – independent thinkers who have had a dramatic and positive impact.

**Keys to success:** Hard work, passion, honesty and an open mind

**If you had to choose another vocation what would it be?** Curator of the TED conferences ([www.ted.com](http://www.ted.com)) – very cool and intellectually stimulating.