**Member Spotlight**

**Gary Schlotzhauer, CEM**
Kessinger Hunter & Company

**10 QUESTIONS WITH GARY**

What are the three words that best describe you?
Motivated, Humble, Confident

Tell us about your current position (title, company, length of service, etc.).
Director, Energy and Engineering
Kessinger Hunter & Company
23 years in November

**What's your favorite quote?**
Change is a fact of life. If we had never changed, we'd still be driving covered wagons across the prairie.

**What does true leadership mean to you?**
Leadership is developing people and helping them reach their full potential and beyond. It also means recognizing each person for the individual they are, and how their strengths can be merged with other's strengths for the overall benefit of the organization.

**What are three career lessons you've learned?**
1. Don't resist change. I found it hurts a lot less to embrace change and run with it instead of being the proverbial brick wall.
2. When faced with what seems like insurmountable tasks, break things down into smaller pieces and start knocking them out. Basically, when you can't see the forest for the trees, start chopping down trees.
3. The only people that have never failed are those that never try anything. Expect some failures along the way, learn from them, then move on stronger and smarter.

**What is the first concert you ever attended?**
Johnny Cash

**What do you enjoy or appreciate the most about BOMA KC?**
I like the camaraderie of others involved in the industry. Even though we all work at different and sometimes competing companies, I feel there is a lot of mutual respect for each other.

**If you could learn to do anything, what would it be?**
I would love to be a motivational/public speaker.

**What is your favorite place or event in Kansas City?**
I enjoy the diversity of Kansas City. I would get bored if I had a "favorite" place. I have an affinity for the outdoors, so my favorite kind of places in KC are those that combine the outdoors with events or venues, such as wineries, festivals, and other outdoor events.

**Share an interesting fact about yourself or tell us about a hobby you have.**
Most people that have known me for any length of time know I am an avid angler, mostly fly fishing. I have been fortunate to travel many places across the globe in pursuit of fish in some awesome locations. I look forward to retirement in several years so I can add to my list of destinations.