



ATLANTA TECHNICAL COLLEGE

# INDUSTRY INTERCHANGE SERIES:

Where education, career exploration, and Atlanta's business leaders intersect.

**Tuesday, August 31st @ 1pm**

Join us to hear how you can develop a winning mindset from one of Georgia Trend Magazine's 100 Most Influential Georgians for 2021 and Atlanta Business League's 2021 Entrepreneur of the Year. Learn from an innovator and thought leader in the commercial real estate community has cultivated and developed diverse talents.

## The Importance Of A Winning Mindset

**Speaker:**

Mr. T. Dallas Smith  
President and CEO  
T. Dallas Smith & Company



**Register Today**

<https://atlanta.webex.com/atlanta/onstage/g.php?MTID=ee07fd2baefe047bde9df801372022013>



Dallas began his commercial real estate career in 1982 at Atlanta Air Center Realty under the guidance of Thomas W. Tift, Jr. as leasing and management representative for the portfolio. In 1989, he became the first African American broker at Cushman & Wakefield of Georgia. His affiliation with the company opened doors for many minority brokers. In 1995, he pioneered the brokerage division for H.J. Russell & Company, an African American-owned construction and management firm, where he served as VP of the Brokerage Division. Dallas led the company's initiative of acquiring 40 parcels of real estate, a full city block in the intercity of Atlanta resulting in a mixture of office, retail and multifamily developments now valued at over \$20 million. In 2006, with the blessing of the late Herman J. Russell, Dallas opened T. Dallas Smith & Company, specializing in tenant representation. T. Dallas Smith & Company has led projects across the country with metrics exceeding more than eight million square feet of tenant and buyer representation in office and industrial space, and more than five thousand acres of land acquisitions. Since its inception, the team has grown exponentially, and with their combined experiences have successfully led transactions totaling over \$16 billion in aggregate value. Dallas is an innovator and thought leader in the commercial real estate community and is intentional about cultivating and developing diverse talent to help shape the commercial real estate industry.