

Earl E. Webb
Chief Executive Officer
Capital Markets
Jones Lang LaSalle



Current Responsibilities

Earl Webb, CEO of Jones Lang LaSalle's Capital Markets Group in the Americas, is responsible for strategic direction and management of all Capital Markets activities throughout the region. In this capacity, he oversees personnel and transaction activities in Investment Sales, Corporate Finance, Debt and Structured Finance, and Real Estate Investment Banking for the firms clients. Mr. Webb serves as a member of the Jones Lang LaSalle Global Capital Markets Board and is a member of the Americas' Management Executive Committee.

Experience

From 1999 through 2002, Mr. Webb served as CEO of Jones Lang LaSalle Americas, Inc. directing all of the firm's Corporate Solutions, Investor Services and Capital Markets business throughout the Americas region. As Americas' CEO, Mr. Webb oversaw both geographic and product-line expansion throughout the region, and streamlined the business process resulting in significant profitability gains in the face of a deteriorating economic environment. Prior to his appointment as Americas CEO, Mr. Webb served for five years as Managing Director and Group Head of Capital Markets in the United States. While leading Capital Markets, Mr. Webb expanded the business practice to include the full scope of investment banking services, while also completing a number of notable transactions for representative clients including Fremont Properties, Morgan Stanley, Trizec Property Trust, Equity Office Properties, Hewlett Packard, Dai-ichi Life, IBM Corporation and Lowe Enterprises.

Positions

Previously, Mr. Webb served as Second Vice President in the Capital Markets Group at Continental Illinois National Bank, handling financing and interest rate hedging structures for major multinational corporations. Mr. Webb has also served as a Board Member for Players International, Inc., Site Stuff, Inc., and Jones Lang LaSalle, Inc.

Education and Affiliations

Mr. Webb holds a B.S. in accounting and finance from the University of Virginia and an M.B.A. from the J. L. Kellogg Graduate School of Management at Northwestern University. He is a Registered Securities Principal series 7, 24 and 63, is an Associate Member of the Urban Land Institute and a member of the International Council of Shopping Centers, Real Estate Investment Advisory Council, Real Estate Roundtable, University of Virginia Planned Giving Counsel and J. L. Kellogg School Board of Alumni Advisors. Mr. Webb also serves on the Board of Managers for Chicago YMCA and is on the Board of Directors of Hubbard Street Dance Company.