

MAY 4-10
2007

Volume 26
Number 11

215-238-1450

philadelphia
.bizjournals.com

\$2.25

PHILADELPHIA BUSINESS JOURNAL

THIS WEEK

40
UNDER
40
PHILADELPHIA BUSINESS JOURNAL

Youthful winners

Great examples of achievement and entrepreneurialism before the age of 40. **Section B**

GARY DESANTO

Age: 39
Title: CEO
Company: DeSanto Realty Group
Type of company: Commercial real estate investments
Birthplace: Philadelphia
Residence: Broomall
Education: Cardinal O'Hara High School (1986).

LEADERSHIP

What helped you achieve early success?: My father talking to me about business in grade school.
What has been the biggest turning point/defining moment in your career?: Deciding to take DeSanto Realty Group into the "tenant in common" marketplace.
How do you motivate colleagues?: Always staying positive.
What do you consider the characteristics of a good leader?: Patience, sincerity and a positive attitude.
What's your biggest professional accomplishment?: Taking DeSanto Realty Group national.
What's your biggest disappointment?: Having to shut down an Internet company.

CAREER

What are your reasons for choosing your field?: Grew up in the business and find it always changing and challenging.
Define your workplace philosophy: Treat everyone in the company like family.
Describe your business strategy: Learn as much as we can about our competition and do it better.

COMMUNITY

How are you involved in your community?: Vice-chair of A Better Philadelphia.
What is your role in the region?: Business leader.

LIFE LESSONS

How do you ensure that you continue to grow?: Read and listen to others who have done things before me.

What's the one thing you'd do over if you could?: Get into real estate at an earlier age.
What's the best advice you've received?: My dad showing me how to buy property.
What's the worst advice you've received?: [No response.]
Your advice to the next generation?: Learn as much as possible about the real business world. Textbooks only tell half the story. Be able to do as much math in your head as possible!

PERSONALITY INSIGHTS

Preferred type of music: None.
Favorite movies: "The Love Bug."
How do you unwind: Play outside with my children.
Must-watch TV show: None.
Favorite motto: If you can dream it, you can do it.
What kind of car do you drive?: Mercedes S430. ■■■

