

Joyce T. Shapiro
International Director
Client Services Group



Current Responsibilities

Managing the North American Client Services Group for LaSalle Investment Management, Ms. Shapiro is responsible for overseeing all fund raising activities in the United States, while actively raising capital from institutional clients in the United States and Canada.

Experience

In 1994, Ms. Shapiro joined the company formerly known as Jones Lang Wootton, for whom she both asset-managed a \$440 million real estate portfolio, as well as developed and ran strategic and analytical consultancy engagements for a diverse, international clientele.

Positions

Prior to LaSalle, Ms. Shapiro was associated with several multinational banks' real estate groups. From 1992-93, she was a Senior Consultant in Tokyo, for the Long-Term Credit Bank of Japan, where she established a restructuring group. In 1992 she joined Citibank to launch its OREO group, while from 1986-1991 she was an officer at J.P. Morgan Investment Management. During 1982-1984, Ms. Shapiro managed part of RREEF's pension fund portfolio

Education and Affiliations

Ms. Shapiro holds a BA from CUNY. Appointed an Adjunct Professor at the NYU Real Estate Institute, she developed a Real Estate Portfolio Management course for them. She co-founded the Japan Women's Network Association, is a member at PREA, and is a regular speaker at Columbia University's MSc. in Real Estate Development.