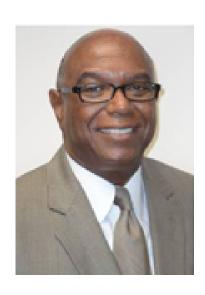
## TEXAS SOUTHERN UNIVERSITY Jesse H. Jones School of Business



# ADVISORY COUNCIL MEMBER John L. Guess, III

President, The Guess Group, Inc.;
Former Director of Real Estate, City of Houston, TX

#### **Education Credentials:**

- M.P.A.., Texas Southern University, Houston, TX
- B.B.A., Houston Tillotson, Austin, TX

### **Membership | Professional Licenses | Registrations:**

- Licensed Real Estate Broker, Texas
- Urban Land Institute, Houston, Texas

## **Work Experience:**

The Guess Group, Inc. Houston, Texas, (1998- Present): President

## **General Responsibilities:**

- Responsible for implementation of the mission of The Guess Group, Inc.
- Final approval of all real estate services provided to clients
- Sets annual operational and financial goals for the firm
- Meets frequently with CEO to ensure that operations are conducted in accordance with firm policies and procedures
- · Promotes the firm's purpose in the community and to the media

Apex Auction Services, Houston, Texas (1996-1998) President

#### **General Responsibilities:**

- Responsible for the corporation's operations related to marketing, sales, production and personnel
- Responsible for implementing initiatives and maintaining the smooth operation of the firm
- Responsible for oversight of financial data and performance, including monitoring expenditures and costs

Onyx Asset Management, A Joint Venture Oklahoma City, OK (1989-1996)

President - Managing Committee Chairman

## **General Responsibilities:**

- Provide leadership to the Managing Committee in management of over one billion dollars in assets
- Ensure the Committee adheres to Joint Venture By-laws
- Prepare the Committee's agenda with input from the Committee Members
- Chair Committee meetings

#### *City of Houston (1975-1988):*

- Director of Real Estate-Real Estate Department, 1983-1988
- Assistant Director- Property Management Division, 1979-1983
- Assistant Administrator- Fair Housing Authority Division, 1977-1979
- Minority Procurement Coordinator- Office of the Mayor, 1975-1977

Ideal Realty Company, Houston, Texas (1971-1975) Broker