



### **Forty Under 40 Nomination**

Nominee: James G Smith  
Current Position: Vice President of Real Estate & Transaction Services  
Company: Terrus Real Estate Group  
Phone: 515-471-4400  
Address: 100 Court Ave, Suite 400  
Des Moines, IA 50309  
Email: [james.smith@terrus.com](mailto:james.smith@terrus.com)

Age: 37  
Birthdate: April 24, 1976

Colleges: Southeastern Community College, Degree: Associate of Arts  
University of Iowa, Degree: Bachelor of Science

Family: Gina Smith (wife)  
Sullivan Smith (5 year old son)  
Sawyer Smith (4 month old son)

#### **Business Accomplishments:**

James has worked in the real estate profession for fifteen (15) years. In that time, he has achieved many business accomplishments throughout his career. To name a few accomplishments, James has been involved in several redevelopment projects, he created new processes that assist in managing employees and properties more efficiently, and he acquired new business accounts while capitalizing on current client and vendor relationships. James' biggest accomplishment happened this past year when he was promoted to Vice President of Real Estate Management and Transaction Services with Terrus Real Estate Group. This was a personal goal he had for himself to achieve this title and position by the age of 40. When James started his career, he set career goals for himself; obtaining a specific salary by the age of 30, being at a supervisory level in property management while working alongside agents in the brokerage field by the age of 35, and achieving a Vice President

---

level position by the age of 40. Not only did James meet these goals, he achieved them by the age of 37 years old. James became Terrus Real Estate Group's youngest Vice President in the history of the property management department. Setting these goals for himself has helped him to keep an open mind and look forward to new business opportunities while building upon current business relationships to better himself and Terrus Real Estate Group.

**Business Affiliations:**

Currently serving as the Vice President of Building Owners  
Managers Association of Iowa (BOMA Iowa)  
Formerly served on the Board of Directors for the Institute for Real  
Estate Management (IREM)  
Iowa Real Estate Salesperson License

**Civic Affiliation:**

James has volunteered on many organizations in the Des Moines Metro area. Organizations such as Habitat for Humanity, Rebuilding Together, and Down with Downs Syndrome. However, he has been most involved with the organization called Over the Edge. Over the Edge is an event that is held every October that raises money for Special Olympics. Participants for the event that raise \$1,000 in donations for the Special Olympics have the opportunity to repel down the 25-story, Financial Center office building in downtown Des Moines. James has been a volunteer for this event since its inception four years ago. Terrus Real Estate Group is one of the primary sponsors for this event and is the property manager for the Financial Center, thus working with the property owner to host the Over the Edge event at the Financial Center each year. Therefore not only is James a volunteer for the event, he is involved in the event planning and organizing of the behind the scenes logistics, security, coordination with the City of Des Moines officials for use of city sidewalks, equipment set up, and more.

Nominated by: Penny Bellville  
Company: Terrus Real Estate Group  
Title: Director of Human Resources  
Phone: 515-471-4400