



**Elizabeth Raiford**  
 Vice President  
 Marketing and Research  
 Principal  
 Board of Advisers

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#### RESPONSIBILITY ON THE TEAM

Elizabeth oversees all aspects of Grubb & Ellis|Thomas Linderman Graham's marketing and research initiatives, leading marketing efforts for both the Company and an extensive portfolio of more than 250 listings. Her responsibilities include creation and placement of all advertising and marketing materials, drafting and dissemination of press releases, planning of special events and tracking and analyzing the local commercial real estate market. Each year, Elizabeth publishes sixteen quarterly market reports as well as an annual forecast report. She has served as a contributor to multiple articles in *Southeast Real Estate Business* and *Carolinas Commercial Properties*.

Elizabeth serves on the board that oversees the Triangle's most well known market survey, produced quarterly by *Triangle Business Journal*/TRAOBA (Triangle Area Office Building Association). She also works closely with the Company's Real Estate Advisors on marketing strategies and new business development efforts.

#### EXPERIENCE

- 2004 – Present: Vice President, Marketing & Research, Grubb & Ellis|Thomas Linderman Graham
- 2001 – 2004: Director of Marketing & Research, Grubb & Ellis|Thomas Linderman Graham
- 1998 – 2001: Marketing & Research Coordinator, Grubb & Ellis|Thomas Linderman Graham
- 1996 – 1997: Account Coordinator, Manning Selvage & Lee, New York City Office

#### EDUCATION

- University of North Carolina at Chapel Hill – Bachelor of Arts, Speech Communications
- Peace College – Associate of Arts

#### PROFESSIONAL AND COMMUNITY AFFILIATIONS AND RECOGNITIONS

- Member, Board of Directors, Friends Unite
- Member, *Triangle Business Journal*/TRAOBA Survey Board
- Champion Award, Most Creative Advertising/Marketing Program, 2005, Triangle Commercial Real Estate Women (TCREW)
- Leadership Award, 2004, 2005, Grubb & Ellis|Thomas Linderman Graham
- Company Spirit Award, 2006, Grubb & Ellis|Thomas Linderman Graham
- Exceptional Client Service Award, 1996, Manning Selvage & Lee