



Richard Podos

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Richard is the founder of Lance Capital and its related companies, and the author of many of its core concepts, including Tenant Improvement and Ground Lease funding structures. Prior to current initiatives, he delivered strategic advisory services for major corporate real estate portfolios worldwide, using POAST™, a proprietary analytical tool, to support private equity investment in approximately 35 worldwide corporate investment and M&A transactions totaling over \$500 billion, representing in aggregate greater than 400 million square feet. Additionally, Richard has been at the forefront of the application of financial innovation and technology in the commercial / corporate real estate industry throughout his career. Richard has been in the commercial real estate industry for over 30 years, with corporate clients including: AT&T, Bank of America, BNY Mellon, Chrysler Corporation, General Motors, HSBC, IBM, JP Morgan Chase, Oracle, Prudential Financial, Tiffany & Co., UnitedHealth Group, Verizon, and Xerox.