

Young Guns

By Diane Sears

20-somethings who are helping to shape business in Florida.

■ Michael Konig, 27

MIAMI

Job: Managing director of SMK Cape Horn Development Group, which helped lead the trend in Miami of converting high-end office buildings into office condos. In its first three years, the company has worked with three properties: One with 53 units on Brickell Avenue, purchased for \$15 million; one with 38 units on Michigan Avenue in South Beach, purchased for \$14.5 million; and one with about 70 units on Biscayne Boulevard in North Miami, for \$22.5 million. The company has about a dozen employees, including four partners.

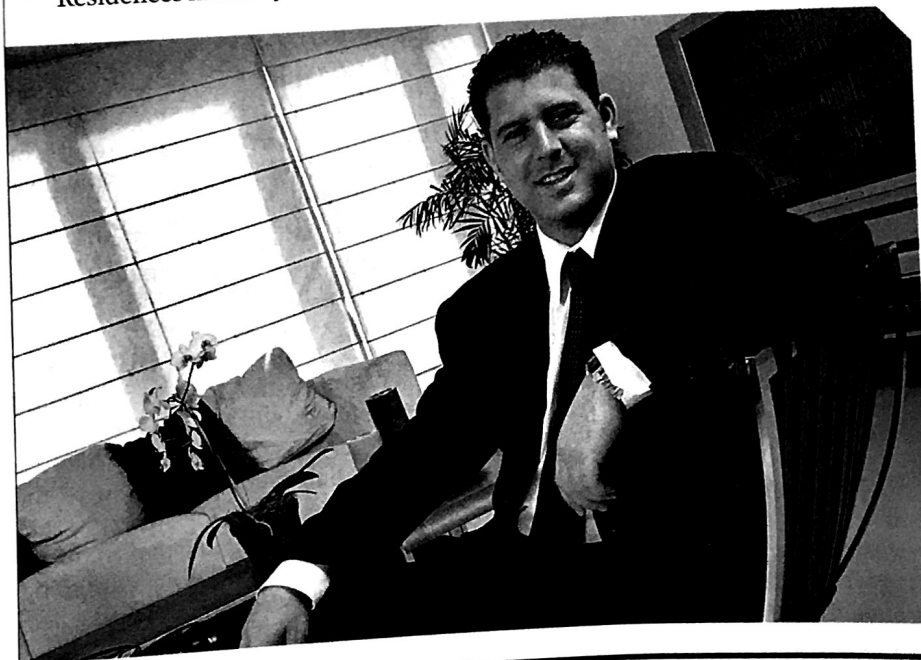
Education: Attended the University of Florida but left just shy of graduating with a bachelor's in political science and philosophy and a minor in business so he could work on a \$650-million Donald Trump project, the Trump Grande Ocean Resort and Residences in Sunny Isles Beach.

Grew up in: Venezuela. Moved to Miami at age 15 with parents.
Turning point: First job out of college involved working with Gil Dezer on the Grande Ocean project and led to Konig becoming VP of operations.

Other experience: Served as president of the Communications Council for UF's Journalism College and as associate justice of the UF Honor Court; worked for Jeb Bush's gubernatorial campaign; interned in U.S. Sen. Connie Mack's office in Washington.

10 years from now: "I plan to have office condos all around the nation. It's a specialty market. We've been working hard to go slow enough to learn it and do it right."

Advice for young professionals: "Work real hard and have a lot of patience. That's one of the things people are losing over time because of the fast pace of the world. I say listen. Go talk to the people around you ... and ask them how long it takes to get from a cubicle to a window."



■ Lakeitha Grey, 28

TALLAHASSEE

Job: CEO and founder of N-tersect.org Communications Group, a marketing firm.

Education: Bachelor's from the University of Georgia with a major in journalism/advertising and a minor in Spanish. Will graduate in December with a master's in integrated marketing communications from FSU.

Grew up in: Macon, Ga.

Community involvement: President (starting this month) of the Greater Tallahassee Advertising Federation; mentors students at Florida A&M University; is working on a storm emergency preparedness analysis research grant with FAMU, examining relationships between emergency management and the media; volunteers at the local Small Business Development Center conducting marketing workshops for startup companies.

10 years from now: "I hope to be doing what I'm doing now but on a much larger scale."

Biggest influence: Her mother. "She's even more proud of me than I am of myself. I always think I should be doing more or should be further along." Also, her advertising professor, Leila Wenthe, from UGA.

Turning point: Deciding to quit her job and focus on her own business after trying to do both at once. "There's never the perfect time to do anything that involves a risk. I just figured why not do this now? What am I waiting on?"