



**Welcome to the  
Fifth Annual Women in  
Real Estate Conference**

# BURNHAM-MOORES

CENTER FOR REAL ESTATE  
UNIVERSITY OF SAN DIEGO

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**Keynote Speaker**  
**“Elements of a Successful  
Entrepreneur”**

**Gina Champion-Cain '94 (MBA)**  
**Chairman of the Board**  
**American National Investments**



Elements  
*of a*  
Successful  
Entrepreneur

Gina Champion-Cain

American National Investments  
EST. 1997

Gina Champion-Cain



# THE BEGINNING



# WHAT MADE YOU MOVE TO YOUR OWN BUSINESS?

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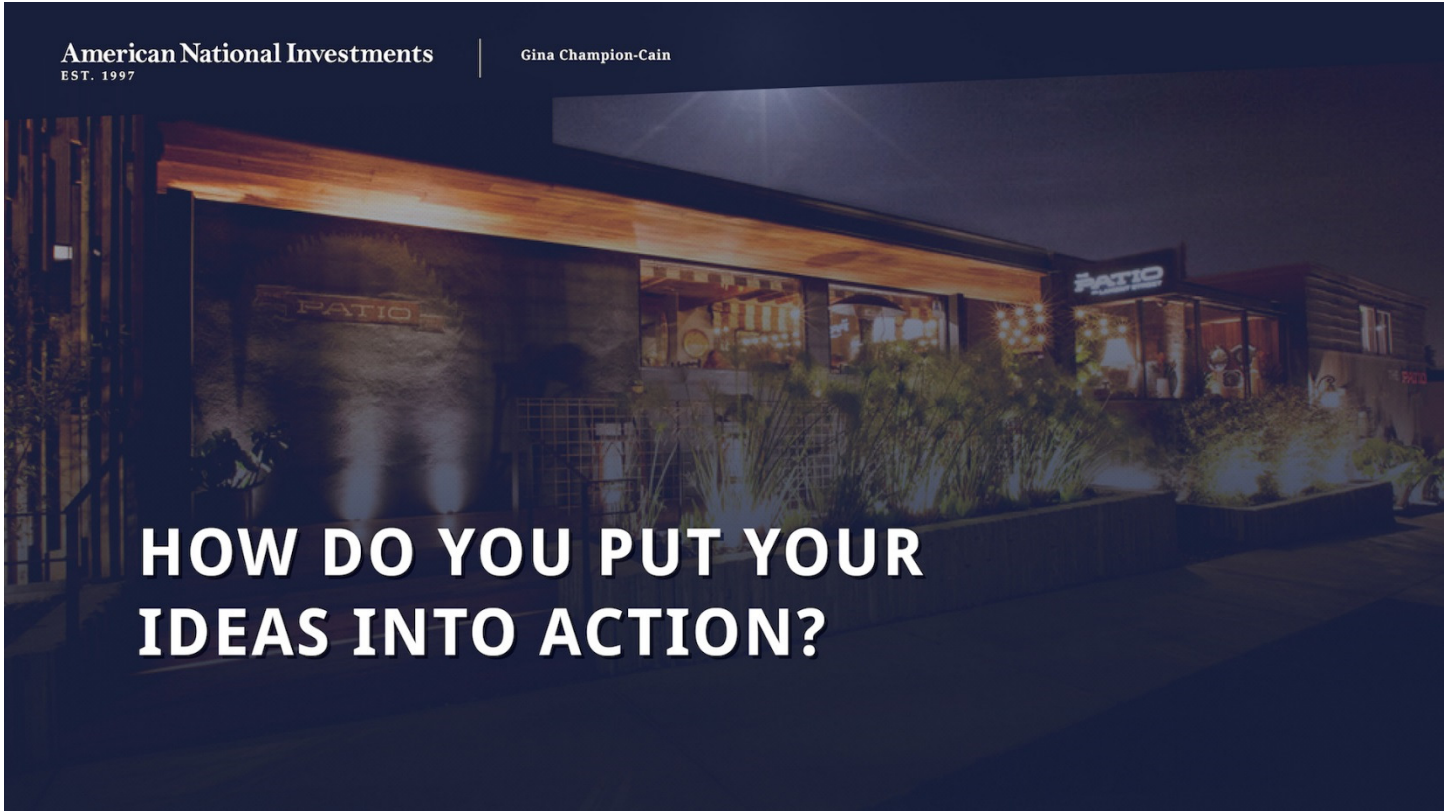
Gina Champion-Cain



**HOW DID YOU COME  
UP WITH THE IDEAS?**

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**HOW DO YOU PUT YOUR  
IDEAS INTO ACTION?**



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EST. 1997

Gina Champion-Cain

THE  
**PATIO**  
ON GOLDFINCH

4020

PATIO

**HOW DO YOU COME UP  
WITH THE PROCESS?**

The image shows the exterior of a cafe named 'Swell Cafe'. A prominent feature is a vertical garden wall made of wooden slats, filled with various green plants. To the right, the cafe's entrance is visible, with a circular sign above the door that reads 'Swell Cafe' and 'SOUTH BEACH BREAKFAST LUNCHEON'. The scene is set outdoors with some tables and chairs in the foreground.

**HOW DID THAT PROCESS  
LEAD YOU TO OTHER  
THINGS/IDEAS/CONCEPTS?**

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**WHAT WAS THE FOUNDATION  
FOR OTHER THINGS?**

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**WHAT DEFINES  
SUCCESS FOR YOU?**

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# HOW DO YOU MEASURE SUCCESS?

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**WHAT KEEPS  
YOU UP AT NIGHT?**



**Gina Champion-Cain '94 (MBA),**

Chairman of the board  
American National Investments

Member of BMC's policy advisory board

**THANK YOU**

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## Panel Discussion

# “Strategy and Leadership in an Increasingly Dynamic Real Estate Market”

### Moderator

Vicky Carlson, President and CEO of LEAD San Diego

### Panelists

Barbara Cambon, Real Estate Advisor

Karen MacLeod, Principal Manager, Real Estate, Sharp HealthCare

Vicki Mullins, Executive Vice President and CFO, Newland Communities

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