

ANNE E. AGONIS, CFA
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Education	CORNELL UNIVERSITY Johnson Graduate School of Management Master of Business Administration, May 2006 Customized Immersion – concentration in finance and real estate <i>Roy H. Park Leadership Fellow</i> : Full-tuition scholarship and leadership program awarded for demonstrated leadership, professional and academic achievement, and community service. Treasurer, Associate Real Estate Council; Editor in Chief, <i>Cornell Business Journal</i> College of Agriculture and Life Sciences Bachelor of Science, <i>Magna Cum Laude</i> , Applied Economics & Management, May 2001 TA for Introductory and Business Statistics (1999-2001); Dean’s List (1998-2001)	Ithaca, NY
Experience Summer 2005	GENERAL ELECTRIC COMPANY Summer Associate, GE Real Estate - Hospitality Finance <ul style="list-style-type: none">• Analyzed over 250 deals lost during a 30-month period to provide in-depth support for proposed changes to the hotel lending program.• Compiled data from over 650 hotel sales transactions closed over the most recent 18 months for the group’s sales comparable database.• Performed thorough analysis of the lodging industry to identify REITs and real estate operating companies as candidates for GE’s proposed unsecured lending program.• Supported originators, modeled proposed financing transactions, and conducted valuations of hotel properties using GE’s proprietary models.	New York, NY
2001-2004	CIGNA INVESTMENT MANAGEMENT, INC. Analyst, Commercial Mortgage Originations <ul style="list-style-type: none">• Worked closely with regional team to originate, underwrite, and close commercial mortgages for CIGNA’s \$9.5 billion mortgage portfolio and securitized lending program.• Contributed to a group record of \$2.0 billion in lending in 2002, by assisting directly in the origination and closing of over \$300 million in mortgages.• Independently managed the underwriting and closing of a \$145 million regional mall securitization, the first refinancing of an existing securitization for CIGNA.• Streamlined the administration process for a \$245 million construction loan, funded by three co-lenders, and secured by a mixed-use redevelopment.	Hartford, CT
Summer 2000	UBS WARBURG, LLC Intern, Global Markets Education/Convertible Bond Sales & Trading <ul style="list-style-type: none">• Created a convertible bond handbook for new hires and clients of UBS.• Assisted senior convertible bond research analyst with updating financial models.	Stamford, CT
Skills/Awards	<ul style="list-style-type: none">• Designated CFA charterholder. Member of CFA Institute and Hartford Society of Financial Analysts.• Proficient in the use of ARGUS real estate software.	
Personal	<ul style="list-style-type: none">• Volunteer for “My Friend Taught Me” mentoring program, Hartford, CT.• Enjoy mountain biking, tennis, alpine skiing, and boating.• Licensed boater in the state of Connecticut.	