

## CEO File

# 'Don't trust anyone with a life motto.'

**Richard S. Oller | Multifamily Management Services**

### PERSONAL INFORMATION

Name: Richard S. Oller.

Title: Chairman.

Company, city: **Multifamily Management Services**; Philadelphia and NYC.

Type of company: Real estate management, brokerage, development and investment.

Number of employees: 400.

Recent project: Acquisition of the Aria Condominiums, a 33-story high-rise at 15th and Locust streets.

Education: Temple University, BA in communications and President Scholar (1976); **Temple University** School of Law, JD with highest honors.

First job: Selling tractor trailer training courses to those who "really want to drive a big rig."

Little-known fact about you: Recipient of the national I.F. Stone Award for investigative reporting for a story that ran on Page 1 of the Pittsburgh Post Gazette.

Home: Philadelphia and Delray Beach, Fla.

### BUSINESS PHILOSOPHY

Essential business philosophy: Hire keenly talented and ambitious people and empower them.

Best way to keep a competitive edge: Listen to your clients, your employees, your peers and associates and then follow your instincts.

Yardstick of success: A good night's sleep.

Goal yet to be achieved: Return to marriage weight (OK, plus 25 pounds); and write the book that will tell all about nothing important.

### JUDGMENT CALLS

Best decision: To leave the practice of law early.

Worst decision: One of my earliest investments was a substantial down payment on the historic Wentworth Building in Charleston, S.C. Unfortunately, I didn't have the rest of the money needed to close

and I lost the deposit I borrowed. I named my first real estate company the Wentworth Group as a constant reminder.

Toughest decision: Selling the **Wentworth Group**, the company that I founded, nurtured and successfully grew into an industry leader. It was like leaving home for the first time.

Mentor: At each stage of my life there have been people who have taken an interest in me and made significant, even if subtle, contributions to my success. Most wouldn't know that I consider them to be mentors, but they are and they include family (my wife, parents and children) extraordinary teachers, loving friends, and thoughtful peers who contributed a texture and perspective that helped me form my own.

### TRUE CONFESSIONS

Word that best describes you: Persistence.

Like best about your job: That I don't think of it as a job.

