

ULTIMATE **CEO** INSIGHTS

TERRY STILES

FOUNDER/CHAIRMAN,
STILES CORP.

Terry Stiles left his mark across South Florida, most notably in greater Fort Lauderdale. Yet, it all began with a single doorframe.

Stiles, who died earlier this month after a recurrence of cancer, recalled working with his father, Howard, early on in his career to build houses for "\$5,900."

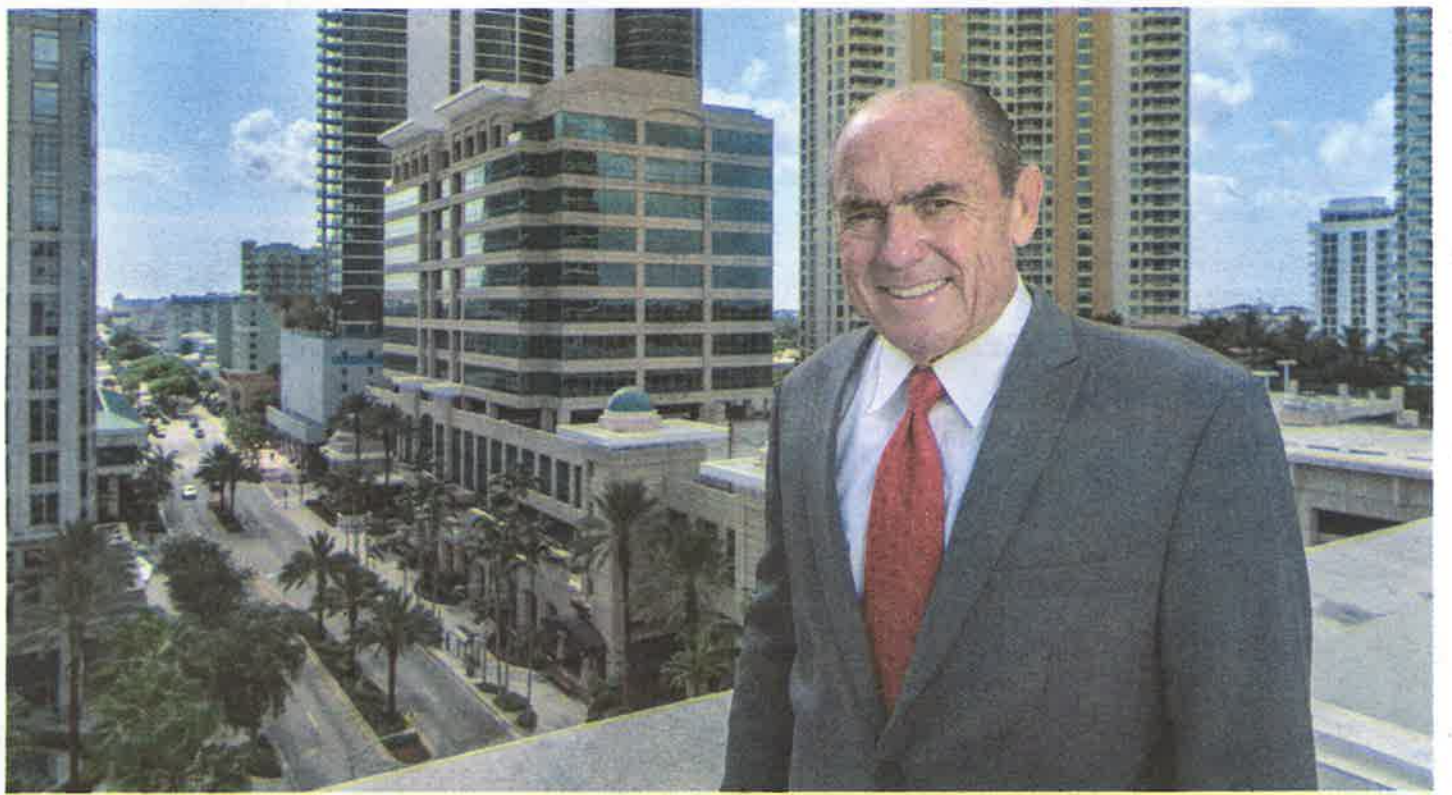
After his father's death in 1971, Stiles went out on his own. One of his first jobs was hanging the front door on the Federal Highway offices of then-fledgling law firm Ruden Barnett.

From that single job, Stiles eventually transformed Broward County. His company, Stiles Corp., developed over 43 million square feet of commercial and multifamily real estate. He built the first office park in Fort Lauderdale's Cypress Creek area, the Sawgrass International Park of Commerce in Sunrise, and Northpoint Corporate Center in West Palm Beach. The company diversified into an architect, property manager and general contractor, designing and constructing facilities for companies such as Publix, AutoNation and City Furniture.

During an interview held in May, Stiles was reflective on his life, career and health. He called H. Wayne Huizenga the greatest influence on his life. And he credited real estate investor Maurice Finkle for taking a chance on Stiles to build a 35,000-square-foot warehouse, followed by a warehouse for Sherwin-Williams and 25,000-square-foot speculative industrial building in Boca Raton that was soon leased to IBM.

Asked the most surprising lesson he's learned in his life and work, Stiles apologized for sounding cliché, but said that his illness had put in better focus what's truly important.

"It's become real front and center with my life and health, Phil Smith dying from ALS, and reading Tom Brokaw's 'A Lucky Life Interrupted,' that life is a shorter one than you think it is," he said. "But more importantly, it is as some turns in it and you need to live your life every day. I want to be closer to my family and friends, I want to live life and enjoy it."



JOCK FISTICK



Top, Terry Stiles was known as the catalyst that helped build Fort Lauderdale's thriving downtown. Middle, Stiles with son Ken Stiles, the Stiles Corp. CEO. Bottom, Stiles looks over the Fort Lauderdale skyline that he helped create.

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Education: University of Kentucky

Career: Stiles worked for his father, Howard K. Stiles, before going on his own following his father's death.

PERSONAL NOTE

"My biggest claim to fame was I held the sit-up record at Northeastern High School."