

William Munro Harris

Chief Operating Officer for CB Richard Ellis
Investors
Class of 1968



William Munro Harris attended Needham High School in the late 60's. In the years that he attended Needham High School, 1965-1968, the student body had a great deal of esprit de corps. Students took pride in their school, especially in their success as athletes. For many years, Needham High School was the recipient of the Bay State League "All Sports Trophy."

William remembers school life as very energetic and challenging. School started promptly at 8:00 am, and with after school activities, he saw the sun set many days before his return home, often after 6:00 pm. William enjoyed the challenge of his busy schedule. Today, he reflects sadly, because of reductions in school budgets in California; his own children do not have the same opportunities that he had as a high school student in Needham.

William is grateful for his experiences at Needham High School. The High School provided him with a sound foundation and motivated him to continue his studies in college and graduate school. Needham High School's emphasis on academics, he says, contributed significantly to his success in the work world. He also acknowledges the importance of his participation in high school athletic teams. As an athlete, he learned the importance of leadership, teamwork, and discipline. These early experiences helped him to meet the challenges of the Air Force Academy.

Because he understands that education is a continuing process, William has enjoyed success in the world of business. In fact, he asserts, the investments that have provided him the most reward have been the money, time, and effort that he has invested in continuing his education. This understanding is valuable to him in his present occupation. As he reviews many resumes on a regular basis, he looks for applicants whose job experiences are balanced by educational experiences.

To achieve his success, William has worked hard. After graduating from Needham High School, he put himself through eight years of formal education on scholarships, grants, or money that he earned himself. In 1973, he earned a B.S. from the United Air Force Academy. In the 70's, as a 2nd lieutenant in the Air Force, he

flew the Air Force's most sophisticated airplane at that time, the FB-111A, a plane that flew at 480 knots, 200 feet off the ground, day or night, guided entirely by computers. Later, he became an instructor and then a member of the organization's Standardization & Evaluation Unit, which was responsible for overseeing the flight qualifications of all crew members. After leaving the Air Force in 1979, William earned a J.D. degree in 1982 from the Boston University School of Law. Enrolled as a full-time law student, he also worked as a clerk at a local law firm. After he received his degree, he started his real estate career at Aetna Realty Advisors as an attorney, transferring shortly after to the business side of the organization. In 1986, he moved his family to California to establish a new West Coast Office for Aetna Realty Advisors.

William left Aetna Realty Advisors in 1992 to run a troubled organization in Northern California. Within six months, he had made that operation profitable. Ultimately, it became one of the most profitable organizations in the country. Four years later, William moved to Southern California to establish an investment management group for Koll Investment Management. In 1997, CB Richard Ellis purchased that company, naming William the COO of the combined investment management groups. CB Richard Ellis then had offices in Los Angeles and Boston and \$3 billion of real estate assets under management. Today, CB Richard Ellis Investors has offices in Los Angeles, Boston, London, Paris, and Tokyo with over \$10 billion of real estate assets under management.

William Harris has distinguished himself since he graduated from Needham High School. He is a family and community man. He and his wife Paula have five children, ranging in age from 27 to 7 years old. He has been active in children's sports, including soccer, basketball and softball, serving as coach, sponsor, and spectator. Throughout his career, he has worked diligently. His many achievements speak for themselves. Needham High School is honored to count him among its most distinguished graduates.

E.B.