

South Florida BUSINESS JOURNAL

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South Florida Business Journal's

ENTREPRENEUR AWARDS
2011

CATEGORY: \$10 MILLION TO \$25 MILLION

**FINALISTS: PAUL KAPLAN AND ROBERT WHITE
CO-OWNERS AND MANAGING DIRECTORS,
KW PROPERTY MANAGEMENT & CONSULTING**

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PAUL KAPLAN

EDUCATION

- B.S.B.A., Tulane University
- M.B.A., University of Miami

PERSONAL NOTE

■ "My hobbies are fishing and cooking," Kaplan says. "A perfect day for me is a day on the water catching sailfish, dolphin and tuna, and then going home to a bottle of wine and spending the evening cooking my catch."

ROBERT WHITE

EDUCATION

- B.S.B.A. and Master of Science in taxation, University of Miami

PERSONAL NOTE

- White loves to ride Harley-Davidson motorcycles.

WE GET OUR BEST IDEAS ...

- ... during daily reflection – at the gym, going to



Kaplan



White

bed or waking up in the morning, or are inspired by the words of CEOs like Andy Grove, Michael Dell, Jack Welch and Lou Gerstner.

Paul Kaplan and Robert White founded KW Property Management & Consulting with the idea that successful entrepreneurs are passionate, confident and surrounded by talented, loyal workers.

Their advice to business students is to never be afraid to take chances and to persist when faced with obstacles. Humility and a willingness to learn trump the "know-it-all" mentality, White says. Success also comes from contentment with one's calling, White says. "You are a successful entrepreneur if you are happy and content with the nature of the work you are performing, if the work is financially rewarding and if the nature of the work is mentally rewarding in both your professional and personal life."

The real estate property management firm, founded in 2004, now has 500 staff managing a portfolio to 35,000 residential units statewide. Last year's revenue was \$21 million, up from \$18 million in 2009 and \$14 million in 2008. Success has come from having CPAs as four of its five partners – hence, a strong handle on finances – and having as little employee turnover as possible.