

LA ROCHE UNIVERSITY 2020 DISTINGUISHED ALUMNI CIRCLE AWARD RECIPIENT



John Napolitano '81 President/Owner The Lann Companies

Real estate captivated Mr. Napolitano's interest at an early age when, at the impressionable and inquisitive age of 10, he had the privilege of working alongside his father building houses. Little did he know that the journey had just begun.

Upon graduating high school, he served four years in the United States Air Force. At age 25 Mr. Napolitano started selling real estate and attending college. Upon

receiving his Bachelor of Science in business administration and management from La Roche University in 1981, Mr. Napolitano relocated to the Washington, D.C. area, where he ultimately became a trusted leader in commercial real estate management and development. In 1991 he established his own firm: The Lann Companies.

Mr. Napolitano said his greatest professional accomplishment centers on the relationships he has built. "It brings me immense satisfaction to say that my firm has not once lost a client or a contract in 30 years of doing business," he added. He credits this accomplishment to his staff and his business philosophy that "true success comes when everyone is given a voice—when respect and fairness are cornerstones of every transaction, and when negotiations create 'win/win' outcomes."

His volunteer work includes serving on the board for FACETS, a local nonprofit helping families suffering the effects of poverty; presiding as president for the International Lodge Order of Sons of Italy; and, acting as the former chair for the Business Improvement District for the City of Fairfax, Virginia. He currently serves on the La Roche University Board of Trustees, where he also chairs the Buildings and Grounds Committee.

Mr. Napolitano said his desire to volunteer stems from the example set by his mother. "I was the youngest of seven children and grew up in a family of very modest means in Butler, Pennsylvania," he said. "My mother modeled a strong work ethic and selfless character by caring for the elderly in our home. I now can appreciate my upbringing and strive to recognize opportunities to make a difference in my community, no matter how small."

Mr. Napolitano captured his La Roche experience saying, "I left La Roche with a feeling of accomplishment and a great sense of self-worth, believing I could tackle anything. I consider that a gift beyond measure."

