



## Debbie Lane, CPM®

Director of Client Engagement

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### Education or Qualifications

Bachelor of Arts, College of Charleston

CPM® - Certified Property Manager

South Carolina Real Estate Broker License

### Specializations

Real Estate Management Services

### Affiliations or Memberships

IREM – Institute of Real Estate Management

CCRA – Central Carolina REALTORS® Association

NAR – National Association of REALTORS®

NTREA – National Trust Real Estate Association, Emeritus Member

### Area of Expertise

I focus on business development and expanding existing client relationships for Colliers | South Carolina’s Real Estate Management Services (REMS) division. I work collaboratively with the company’s management team to formulate and execute a business development plan for the organization’s property management team, including the recruitment of client prospects and maintaining contact with existing clients.

The most rewarding aspect of my role is driving client satisfaction by matching our resources and personnel to the client’s property type and complexity, ensuring a customized approach exceeds the client’s expectation.

Having spent decades in an asset management career, I bring a broad understanding of clients’ investment perspectives and I can assist in integrating those perspectives and any challenges into a property management plan right for the client.

### Professional Accomplishments

After graduating from the College of Charleston with a degree in Business Administration, I became a Certified Property Manager (CPM®). My memberships include the Institute of Real Estate Management (IREM), National Association of Realtors® (NAR) and Central Carolina Realtors® Association (CCRA). I am also an Emeritus Member of the National Trust Real Estate Association. In 2018, I became a Colliers | South Carolina shareholder.

### Business and educational background

Prior to joining Colliers, I enjoyed a 35-year career at Bank of America, N.A. and its predecessors, serving as Senior Vice President and Eastern Region Real Estate Services Manager. I was accountable for the delivery of real estate investment services to clients of Bank of America’s Global Wealth and Investment Management Division, which included clients of both U.S. Trust and the bank’s affiliate, Merrill Lynch. I was hired in 2015 as the Senior Vice President of Real Estate Management Services (REMS) for Colliers | South Carolina, overseeing the delivery of property management services for Colliers’ four South Carolina offices. In October 2023, I transitioned from that role to serve Colliers in my current role.

### Community Involvement

I am an active citizen in the Columbia community and enjoy being a member of Shandon Methodist Church. My community involvement includes volunteer roles at the United Way of the Midlands and Habitat for Humanity. A South Carolinian by birth, I have a passion for the many outdoor natural resources our state features. I love to hike the foothills and enjoy water recreation and fishing on Lake Murray. Trips to the South Carolina coast and visiting my college alma mater in Charleston are frequent.