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## **Sherman & Angel of Angel Commercial win HB Nitkin's BMW promotion**

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Craig Way, vice president and director of leasing for The HB Nitkin Group in Greenwich, has found a way to lease the most challenging spaces in their portfolio. Just offer a BMW Z4 Convertible along with a full commission.

"Every December, we pick our most challenging space for the upcoming year and promote it to the brokerage community by announcing our BMW offer. We've had a winning broker four of the past five years so it seems to get everyone's attention," said Way.

In 2007, it got the attention of Brett Sherman and Jon Angel of Angel Commercial of Fairfield. HB Nitkin offered the BMW plus a full commission on a space in its 40,000 s/f retail and specialty medical building at 2600 Post Rd. in Southport. "It was a challenging space because it does not face the street and it has no windows," said Way. Brett Sherman and Jon Angel found the perfect tenant, a medical group specializing in ear, nose and throat care. They signed a 10 year lease valued at approximately \$1 million.

Another year, another tough space leased for The HB Nitkin Group and another winning broker. In this case, a winning broker team who was especially happy that HB Nitkin agreed to pay them the value of the BMW prize, since they didn't want to split a car.

"We're proud of our reputation as one of the most nimble and creative teams of professionals in the business," said Brad Nitkin, HB Nitkin's president and CEO. "The sports car offer is proof of that spirit and our flexibility with awarding the prize shows that we're always willing to go the extra mile."

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