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55 YEARS

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It's not just about space's cost but the vision of the exec. team

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America was founded by men and women who knew what it meant to take risks. To live, work and prosper based on the decisions they made on a daily basis. Companies were started, cities were built and success was achieved by those who not only worked hard but planned intelligently and executed well. Every day in Boston we experience the hard work of the people and companies that built our city as we navigate one way streets that never imagined the skyscrapers of One International and Exchange Place that would someday shadow them.

Drawing from our history is Boston's European flair. Having studied design in both France and Italy, I appreciate the architecture and design the older buildings boast. As you stand on the street and just look UP you can be surprised by the attention to detail along the windows and exterior lines of a building. As people hurry through the city, they often miss these exciting treasures around them.

As you cross over the bridge to Fort Point Channel, further evidence of Boston's progress is seen in the older buildings, carefully renovated with modern lobbies and the latest technology. Now, they are set against new developments such as Fan Pier, the Boston Convention Center and the world's most luxurious hotels. The brick and beam beckons to us to fill the space with contemporary desks, lighting to highlight the high ceilings and unique structures and sleek laptops ready to handle the hard work of a new day. Boston's history and eclectic architectural style is what speaks to us as we work in any of these buildings new or old. And, each new company brings its own unique cultures and style; though, as well as its own set of challenges and goals that may allow it, too, to participate in the continued prosperity that Boston enjoys.

When it comes time for a company to find new office space I realize it's not just about the size and cost of the space but the culture of the company and vision of the executive team. However, as important a task as it is to find that perfect space - it is also time consuming and challenging for the executive team as they strive to understand the pros and cons of each potential new space and how it will affect their business both in the short and long term. It is the job of their commercial broker to work as a trusted advisor to lead a company through the potential pitfalls of choosing space and lease negotiation. Many times they may not know exactly how each part of the lease negotiation will affect them in terms of future flexibility or cost control. That is my job -to educate and guide my client, to think creatively, and work proactively on their behalf - while keeping the deal moving forward, on time and on budget. I take on the challenge as if it were my own company, and I make choices based on what will best allow them to achieve their overall goals.

I am fortunate to be a commercial broker in Boston, a city that boasts the greatest universities, the best in medical care and research, and a long term, strategic commitment to economic growth.

Every day when I am surrounded by the entrepreneurs who possess the vision and willingness to make something better or improve upon what we already know, I realize it is these people to whom we owe our growth and prosperity. And, as these companies grow or downsize or are reviewing their internal efficiencies or simply renegotiating their lease, I feel privileged that these companies choose me to manage and direct the next chapter in their success.

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