

## TESTIMONIALS

### **COMPANY PROFILE:**

Certified Public Accountants

### **PREVIOUS LEASE SPACE:**

We were paying \$22/SF/year for 2,000 SF of Class "C" space.

### **NOW OWNS:**

We now pay less than \$20/SF/year for 2,000 SF of Class "A" space at Great Hills Village.



Bob Ward & Charlie Printy, CPAs

### **GENERAL COST BENEFITS YOU SEE IN OWNERSHIP VS. LEASING:**

We turned an expense into an appreciating asset. For the rest of our careers we have fixed a cost that has historically been very volatile.

### **WHICH ASPECTS OF LEASING YOUR BUSINESS REAL ESTATE WERE MOST PROBLEMATIC IN THE PAST?**

The worst thing about leasing, other than throwing your money down the drain, is the lease negotiations. We were never familiar with the current real estate market conditions to know if we were getting a good deal.

### **WHY DID YOU DECIDE TO OWN?**

We saw purchasing as a great opportunity to gain control of our office needs, lower expenses and create an investment.

### **WHAT IS THE GREATEST BENEFIT THAT YOU (AS A BUSINESS PRINCIPAL) HAVE EXPERIENCED FROM OWNERSHIP?**

We have a complete sense of control. We forever rid ourselves of the stresses that accompany lease negotiations, rental rate escalations and moving.

### **WHAT BENEFITS TO YOUR CLIENTS, EMPLOYEES AND/OR OVERALL BUSINESS OPERATIONS DO YOU SEE FROM OWNING YOUR NEW OFFICE?**

Our clients have been very impressed with our office "upgrade". Our upscale and contemporary office design helped create a very sophisticated and professional atmosphere. Our clients subconsciously believe they are getting a higher level of service when they visit our office. In fact, some of jokingly stated they expect our fees to increase.

### **WHAT IS YOUR FAVORITE THING ABOUT YOUR NEW SUITE?**

We love the archways, store-front glass and classical residential ceilings. We not only feel we upgraded our office, we have a sense we also upgraded our level of service. Best business decision we ever made.