

How To Get More of What You Want In Your Next Property Negotiation -- For Details Read On.

Mr. Dennis Ballen
Ballen Enterprises
320 108th Ave. NE, Ste. 600
Bellevue, WA 98004

Dear Dennis,

They had accepted our purchase price. But when the building inspection revealed many small details that needed repair their response was, "No way, this is an as-is purchase."

My clients just did not have the time to "lock horns" on this issue. Fortunately, they didn't have to. As their representative it was my job to get them what they wanted. I persisted. In phone call . . . after phone call . . . after phone call. In meeting . . . after meeting . . . after meeting. I met with the broker. The property manager. The corporate ownership's management. Their attorneys (ugh!). I persisted. And, I negotiated.

The bottom line? My clients got everything they wanted; every repair they asked for. Some \$40,000 worth. (And, incidentally, we bought the building for \$75,000 LESS than the best offer. More on that later.)

Unusual? Extraordinary? No, not really. This is what I do. Every day. And I've been doing what I do for 14 years. For such leading companies as: Abbot Laboratories, Allstate Insurance Co., Kraft/General Foods, Portable Software, SAIC Corp. and hundreds of others.

3 Reasons Why Eric Postle Should Represent You In Your Next Property Negotiation

Mr. Jim Anderson
Anderson & Associates
3025 Windward Plaza, Ste. 300
Seattle, WA 98042

Dear Jim,

You've got enough people trying to waste your time with products and services you don't really want or need.

I'm not one of those people.

What I am is this:

A proven professional with the experience and savvy to save you a huge amount of time, more than a little bit of money -- and more than a few headaches. Because let's face it. It's hard enough to manage your company's overall financial growth without having to worry about how to physically accommodate that growth.

So let me help you.

I'm Eric Postle, President of Business Properties. For over 14 years I've been helping growing companies like yours plan for future growth.

Portable Software, Ultra Electronics, Gage Talker, Phy Com Corp., Brigadoon.com Inc. -- these are just a few of the many "fast-track" organizations I've worked with over the years.

But maybe your question is, "Eric, specifically how can you help me?"

Bill Roberts if you've got a lease coming due and you're concerned about high renewal rates let *Business Properties Inc.* save you time and money.

Mr. Bill Roberts
Benefit Concepts of Washington
2125 SE 8th, Ste. 1500
Renton, WA 98055

Dear Bill,

Ouch! Renewing your property lease in a tight market can be painful. And let's face it. We both know that's the type of market we're in right now. Particularly on the Eastside.

So, what do you do?

Do you just take a deep breath, take out your pen and "re-up" at higher rates? Maybe. And maybe not. But one thing's for sure. Before you do anything, you do what any smart business person does. You carefully consider all your options.

Simply put, you look high and low for the best deal you can find.

That's where Eric Postle and Business Properties fit in.

For 14 years as a commercial real estate broker I've been helping Puget Sound area businesses save time *and money*. Here's how:

- **Focus** - My company focuses exclusively on the office and office/warehouse market. What I call business properties. Leasing and buying *business* properties is my company's *only* business. So if there's a property, if there's some space available you *ought* to know about -- you will know about it. And because I check the local business property inventory on a daily basis, you'll probably know about it within the first 24 hours it's on the market.

The bottom line? When you deal with me you're dealing with a specialist. A specialist who will save you time and headaches by helping you quickly locate the right property, at the right price at the right location.

Mr. Ed Yoder
Handle Enterprises
320 108th Ave. NE, Ste. 600
Seattle, WA 98026

Dear Ed,

Time. Information. Competition.

14 years of successful real estate negotiations have taught me that when you control time . . . when you have the right information . . . and when you create competition . . .

. . . you always get the best possible deal.

Hi. I'm Eric Postle with Business Properties. During my 14 years as a commercial real estate specialist I've negotiated hundreds of favorable lease and purchase transactions. Abbot Laboratories, Allstate Insurance Co., Entertainment Publications, Key Bank -- these are just a few of the many leading companies I've successfully represented. And just like I did with these organizations -- if you've got a lease coming due -- I can help you get your best possible deal. Even in today's "hot" market.

Here's how I'll do it:

I'll make time your ally. At Business Properties we work to make time your ally by star-

Mr. Andrew Rogers
Purdie Rogers
315 First Ave. S., Ste. 4000
Seattle, WA 98104

Dear Andrew,

I'll get right to the point.

If you're looking for a business properties specialist who'll go the extra mile . . . who'll work as hard at his job as you do at yours . . . who'll conduct your property search and lease negotiations as if his career depended on it. (Because you know what? It does.)

. . . then you want Eric Postle as your tenant rep.

For a specific example of how my services can benefit you take a look at what one of my clients has to say:

“Portable Software had some very unique office space requirements and we put Eric through the ringer to show us multiple locations that met our needs. Not to mention these requirements changed dramatically midway through Eric's search