

One of the best moves I've made this past year was hitting up Doug Works by way of his advertisement in Transworld Business. He was exactly who I was looking for... someone who cares about and understands our industry, but is also a true real estate professional. It's not easy to find such an individual, but after one phone conversation, I knew we were ready to proceed!

Doug recommended we immediately begin visiting properties of interest, as well those CBRE suggested. It was at this time that we met with Doug's local associate Chris, who was an expert in our market, and help us tackle all the specifics. He was with us when we visited each property, as well as made the initial call to who would become our new landlord.

The best part was yet to come, as I, myself, was not directly involved in the negotiations. I was able to communicate through Doug & Chris, while they did the "dirty work" of negotiating, all the way until the lease was signed. It was a lengthy process, with aspects I had never encountered. I was very glad to have individuals on my side who are not only experts in their field, but made my needs their own. In the end, all parties were satisfied, and I was ecstatic!

The difference between this process, and when we negotiated our own (first) lease three years ago, was night and day. We knew we had obtained a fair market price on our space, as well as other provisions I didn't even know to hope for. I can't imagine doing this again without such a resource.

I have friends in this industry, as well as others, and whenever the opportunity arises, I recommend them to Doug. To anyone who's wondering if it's worthwhile, I can tell you with conviction that it is. Fill out that contact form, or hit him by phone or email. This is a guy who understands modern business, and can help you take your business forward with strength.

Talk to you soon,

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