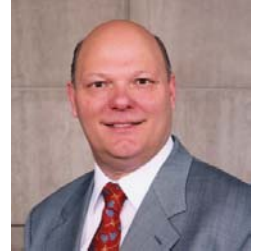




Sonny Moyers

REALTOR & Broker
Commercial Real Estate Specialist
Ebby Honor Roll - 2003
MS - Psychology & Organizational Theory
BS - Management & Communications



John and Kathleen Bievenour have a very strong business called, The Insurance Exchange. When John needed to expand his office space and extend his lease, he knew who to call from the very beginning. John and Kathleen had already worked with Sonny and Judi on the sale of a home and the purchase of another executive home in Plano.



The expansion needs were further complicated by the fact that the Landlord had ignored a First Right in the current lease and the space that John and Kathleen really wanted was not available. When John contacted Sonny, he wanted to explore all options and get a fair lease rate on the expansion space. He also needed to make some improvements to the existing space and integrate the new space into the total space in a reasonable and practical manner.

John writes:

“When I met with Sonny to discuss my office needs I felt great concern that we would be able to work out a deal with the Landlord that was satisfactory. Clearly, the building had not been fair in their prior dealings and I had no reason to expect that they would be fair in the future. Sonny reassured me that we would be able to work the expansion and renewal out. It was **surprising to see how the building reacted when we introduced Sonny.** It was obvious that Sonny’s experience and knowledge of the marketplace worked to our advantage. The building **jumped for our business** and I have no doubt that Sonny added the necessary **negotiation power** to result in a positive ending to our lease negotiation. We got everything we wanted. Our tenant improvements were paid for by the building and the rent rate was better than we had expected. I am sure that Sonny will be back when we expand again in the future!”

“**John and Kathleen are consummate professionals** and expect the same from their support team. I knew from working with them before that they were serious about moving if the Landlord did not work with us in a positive manner. We developed a strategy and a list of requirements. The building realized that they were serious when they brought in a Broker with experience and the knowledge of the marketplace to help them move. The rest was easy and I know that the **building is happy** to have retained such a great tenant. **I am lucky** to have such great Clients!” says Sonny.



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