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Over the years, Jason Smith has become much more than our commercial real estate advisor, he has become a trusted business partner.

When we first began working together, Jason helped us identify and secure the right facility for Choice Fasteners. Since then, as our company has continued to grow, he has represented us through multiple real estate transactions, lease negotiations, and expansion projects. Throughout each of those opportunities, he has consistently demonstrated professionalism, sound judgment, and an unwavering commitment to doing what is in our company's best interest.

What makes Jason different is that he understands manufacturing because he has lived it. His years leading manufacturing operations allow him to see challenges and opportunities that many commercial real estate professionals simply cannot. Whether we're discussing workflow, warehouse utilization, production capacity, future expansion, or facility strategy, Jason approaches every conversation with the mindset of someone who understands the operational side of our business, not just the real estate.

As our relationship has grown, so has the level of trust between us. Today, we regularly discuss general business matters that extend beyond commercial real estate. From manufacturing operations to growth strategy, he has become someone I value as a trusted sounding board. I know his advice is always driven by a genuine desire to help us make sound long-term decisions rather than simply complete another transaction.

What I appreciate most is that Jason continues to invest in our success long after a lease is signed. He takes the time to understand where our company is headed and is always looking for ways to help position us for future growth. That level of commitment is rare and has made him an extension of our team rather than simply an outside advisor.

Beyond business, Jason and I share a common faith that has become an important part of our relationship. We both recognize that God is ultimately in control and that the opportunities and success we've experienced are blessings from Him. That shared perspective shapes how we approach business, how we treat people, and how we make decisions. It has also reinforced the trust and respect we have built over the years.

I have complete confidence in Jason's character, his professionalism, and his ability to represent his clients with integrity. If you're looking for someone who will take the time to understand your business, genuinely care about your long-term success, and serve as a trusted advisor rather than simply a broker, I would recommend Jason without hesitation.

Sincerely

Charles Moran
President