



Realty Services

**Message from the CEO: Help Wanted!**

*April 2011*

Dear Friends –

Massey Knakal's Vision for the next few years is to *double* the size of the firm not only by expanding our geographic Investment Sales territory footprint but also to staff our Massey Knakal Capital Services and Massey Knakal Retail Leasing Services divisions. Our goal for 2011 was to **add 20 sales people** (along with appropriate management and sales support staff) spread between these disciplines.

As we take this issue of our Building Sales Journal to publication, I'm delighted to say that we are half way to our annual goal (by bringing 10 new salespeople into the family equally spread between all disciplines) in only 90 days!

Our leaderships in this effort, HR Recruiting Head, **Gia LaMarca**, Managing Director, **Ken Krasnow**; Managing Director, **Garrett Thelander** and Executive Vice President **Ben Fox** not only have jump started our growth but also have continued to attract an incredibly talented new class of fresh talent.

**Morale and excitement** at the firm is at an all time high as we enter into a new phase of rapid growth. After what we will euphemistically refer to as "the winter of our discontent" (the 2008-2009 recession) all of this progress feels great!

We welcome you, our friends and clients, to assist in this effort by referring candidates for sales positions and additionally people you know and respect who might be interested in management or sales support roles at the company.

I'd personally welcome a direct call from you or a candidate themselves.

Warm regards,

Paul J. Massey, Jr.  
Chief Executive Officer  
P: (212) 660-7711