

**A message of introduction from Britton Lankford, Century 21 Judge Fite Company Commercial Leasing Manager:**



My career in commercial real estate has introduced me to all levels of the retail industry. I began assisting Cross Development leasing team on the Wal-Mart Super Center projects and soon had the responsibility of overseeing the entire projects from the ground up. This has given me experience with land owners, city municipalities, architects, engineers, general contractors, lenders, investment sales teams and of course leasing agents. These relationships allow me to better understand what it takes to provide a successful retail site that will have prosperous tenants working cohesively with each other. I created lifelong partnerships with national retailers that will provide me with an open door of communication as future projects arise. I had the opportunity to travel across the country to work with retailers at their headquarters, to make presentations on site in various states we developed in, and met with land owners to get the inside track on what big retailer was coming to town.

I have worked to provide retailers with great sites to open successful stores and had the privilege to represent tenants in their search for new locations. This tenant representation gave me the opportunity to sit on the other side of the developer table and learn the retailer's viewpoint. Through helping these tenants with successful site selection, lease negotiation, and opening prosperous stores, I have culminated a diverse retail background. As a Licensed Real Estate Salesperson in the state of Texas, a member of North Texas Commercial Association of Realtors and the International Council of Shopping Centers, I am prepared to take on any retail opportunity. I have a strong working knowledge of all the due processes required to provide a retailer with a profitable location that will endure for many years.

Prior to my work in commercial real estate I spent three years overseeing the day to day operations of an industrial water treatment provider. Through my attention to detail and ability to multi-task on many levels, the company experienced increased revenues until it was acquired. Previous to this, I got my feet wet in sales working as an outside salesperson for an industrial supplies distributor for four years. After training with experienced salesman, I learned how to increase my territory's sales every year and how to approach many different personalities to create solutions for the customer.

My background, goals and dedication have contributed to my success as a commercial real estate agent and I have recently combined them with the legacy and strength of Century 21 Judge Fite Company's Commercial Division. I know my skills and resources will prove to be a valuable asset to you as a client. I look forward to a mutually rewarding relationship.

*Britton Lankford*

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