

# Tenant Representation Case Study Insights Consulting, Inc.



## Challenge

Experiencing continued, year-over-year growth, Insights Consulting found its office arrangement insufficient with respect to size and efficiency of operations. Expansion into the home health care field mandated additional personnel and space in which to operate.

While the company's rental expense was in line with budget, Kelly Hartman, CEO/Founder voiced significant interest in locating a property that would address near term space and operational requirements, as well as the ability for the company to create an equity position in the real estate.

## Solution

As Tenant Representative, Andrew Follman, CCIM outlined specific operating needs, conducted market survey, and defined building availability suitable for Insights' operations. Location parameters with respect to clients served, and economical/budget goals were diligently addressed. A two-story building situated on College Ave. was identified as the best option. Following concise and swift negotiations, Follman was able to secure leasehold and purchase option provisions which accomplished all of Insights' stated requirements.

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*"Andrew was an incredible partner to have in the accomplishment of a major decision for our growing business. Moving into a space nearly three times the size of our existing space - he was a remarkable teacher and trusted confidant through the entire process. We are incredibly excited about this transition - and much of that is a credit to Andrew's hard work. I am completely confident that we have made the right decision and our entire operation will reap tremendous benefit in our new space. All aspects of working with Meridian and Andrew Follman were a positive for us. I would highly recommend them to anyone considering the same kind of transition!"*

Kelly Hartman, CEO

## About the Company

Insights Consulting, Inc. provides community support services to people with developmental disabilities across Central Indiana. While known for its leadership in the specific area of behavior management, the business has recently expanded its services into residential supports and is continuing to grow exponentially. Soon, Insights will expand into private practice counseling and customized employment services.

