



JOHN HANCOCK MUTUAL LIFE INSURANCE COMPANY As national representative for Agency offices, we have negotiated leases on their behalf throughout the United States. This long-standing relationship provides Hancock with continuing service of the highest quality from a firm which has become highly conversant with their standards and requirements. During the course of the Hancock/Laub association, we have concluded leases for Group, Regional and Agency offices involving several hundred thousand square feet of space, each transaction an exercise in matching institutional parameters with differing local market conditions and practices.

Pictured here is One Woodfield Lake in Schaumburg, Illinois, where Hancock leased 52,000 square feet for its Midwest Group Operations Center, committing approximately \$10 million in gross aggregate rentals. Other locations where Hancock has availed themselves of our services include:

Albuquerque, New Mexico
Bryn Mawr, Pennsylvania
Indianapolis, Indiana
Los Angeles, California

Milwaukee, Wisconsin
Minneapolis, Minnesota
New York, New York

Pittsburgh, Pennsylvania
San Francisco, California
Shaker Heights, Ohio

In addition to leasing activity, Hancock has utilized many other aspects of our full-service approach to real estate. These have included subleasing, equity packaging, market projections and others, all examples of our proven ability to get the job done, wherever our client needs it.