



**THE INTERPUBLIC GROUP OF COMPANIES,** one of the world's largest communications conglomerates, is the parent of such well-known organizations as McCann-Erickson, Marschalk, Erwin Wasey and SSC&B. Interpublic's rapid growth through a changing economic climate has presented urgent challenges regarding its financial structure and operational efficiency.

For any service organization, its leasehold position can be the key to solving such problems. We represented Interpublic in restructuring its real estate situation during a critical period in its development, one in which this factor came to play a major role in its future.

During this five-year period, we negotiated more than thirty separate transactions on its behalf. Leases, subleases, renegotiations, terminations, consolidations and architectural contracts were all concluded successfully, involving more than 500,000 square feet of space and \$150 million in commitments.

The benefits derived by Interpublic proved to be a significant factor in the restructuring and re-financing of its operation. Both capital gains and long-term income were created, and efficiency was improved. Our representation of its interests is a prime example of creative real estate expertise in the service of long-term corporate objectives – and of the difference which proven ability can make.