

Tenant Representation



CASE STUDY



CLIENT

Scottrade®

Scottrade, Inc.

ASSIGNMENT OVERVIEW

- Coordinate all real estate matters of aggressive branch development plans throughout the United States
- Locate retail sites meeting Scottrade branch location criteria
- Meet expansion goals of approximately 60 branches annually with total number of branches reaching 500 by 2010

RESULT

- Successfully opened more than 100 branches since 2007
- Leverage Scottrade brand and expert local knowledge to negotiate favorable lease terms
- Selection of lease approval terms approved in 95% of trade areas marked for expansion

“Grant Mechlin and Sansone Group play a crucial part in Scottrade’s ongoing successful expansion efforts.”

*Kathy Simino
Director of Branch Development
Scottrade, Inc.*



Grant Mechlin

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