



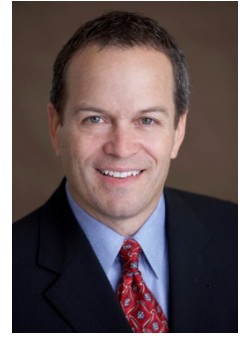
Experience



Professional Tenant and User Representation in the Orange County Marketplace

Brian Childs
Principal

OC Tenant at NAI Capital
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Scope of Service Experience:

Brian Childs, Principal of OC Tenant and Executive Vice President/Branch Manager of NAI Capital Commercial Real Estate Services, specializes in tenant and user commercial real estate services. Brian is a 26 year veteran with a successful track record of representing the best interests of his corporate clients. He advises and represents his clients in a professional and comprehensive manner and has a reputation as a skilled negotiator.

Brian has advised more than 350 businesses with their leases, purchases, relocations, expansions and lease renewals within the Greater Orange County area and has been involved in more than 1,000 lease and sale assignments. Brian has an outstanding reputation in the brokerage community as a highly service oriented professional with top notch business ethics. Brian's representation of ICON Health & Fitness was voted the 2007 "Deal of the Year" by the California Real Estate Journal.

Brian is the Executive Vice President/Branch Manager of NAI Capital Commercial's Orange County office. His 30 broker office had transactional revenue of over \$600 million in 2010 and is considered one of the top commercial real estate brokerages in Orange County.

Areas of Specialization

- User/Tenant Representation
- Corporate Services
- Office/Industrial/Retail Sales & Leasing
- Consulting, Advisory

Educational Background:

- University of Southern California B.S., 1981, Public Affairs, Sigma Nu Fraternity

Professional Affiliations & Designations:

- NAI Capital Club – 2010
- NAI Global Elite - 2010
- NAI Capital Club - 2008
- NAI Global Silver Elite - 2007
- NAI Global Office Council
- California Real Estate Journal – 2007 "Deal of the Year"

Recent Assignments:

- ICON Health & Fitness, Redlands – Industrial Lease 411,829 SF
- DHL, Irvine – Office/Industrial Lease 57,722 SF
- 401 K Advisors, Aliso Viejo – Office Lease 9,553 SF
- Mortgage Information Services, Anaheim – Office Lease 23,502 SF
- Newport Coast Securities, Irvine – Office Lease 10,490 SF
- Towfiq, LLC, Irvine – Office Sale 9,900 SF
- US Healthworks, Orange – Retail Lease 7,200 SF
- HCL, Irvine – Office Lease 3,784 SF
- Gulliver USA, Huntington Beach – Retail Lease 87,120 SF
- Iron Stone Bank, Newport Beach – Office Lease 6,506 SF
- Paetec Communication, Oakland – Data Center 7,310 SF
- Clairvoyant Systems, Inc., Long Beach – Office Lease 6,348 SF
- Hostess Brands, Irvine – Office Lease 9,060 SF
- Altair Engineering, Irvine – Office Lease 9,658 SF
- Barrack Ice Hockey, Laguna Niguel – Retail Lease 11,045 SF
- First Citizens Bank, Carlsbad – Office Sale 4,848 SF
- Freedom Escrow, Newport Beach – Office Lease 3,931 SF
- DDS Legal, Costa Mesa – Office Lease 7,826 SF
- Roundbrix, Laguna Hills – Office Lease 2,947 SF
- New Health Institute, Newport Beach – Office Lease 1,706 SF
- Agathos Enterprises, Irvine – Office Lease 2,450 SF
- HAI West, Irvine – Office Sale 9,900 SF
- Americredit, Cerritos – Office Lease 7,157SF
- Digital River, Aliso Viejo – Office Lease 12,142 SF



Commercial Real Estate Services, Worldwide.