

ENOUGH FOR TWO

Perhaps Greg Schenk's giving grows from what was taken away. Schenk, president and founder of The Schenk Co., Columbus, Ohio, a commercial real estate brokerage firm, lost a brother to cancer more than 20 years ago. He has since started a memorial fund in his brother's memory to raise awareness and money for cancer research. Schenk also donates funds to one of five area charities each time he finishes a client project. Every year, 10% of the firm's revenues go to charities.

"My long-term goal is to raise enough money for these charities to find a cure for cancer," Schenk says. "As I help them, I am helping myself to learn and grow as a person."

Share the Knowledge, Share the Wealth

Schenk's specialty, representing tenants and buyers — not sellers — in commercial real estate sets his business apart. Revenues are between \$20 million and \$30 million annually, and Schenk strives to share his knowledge as well as his wealth. He has been holding regular seminars for members of the Society for Industrial and Office Realtors to teach others the ins and outs of representing tenants, which includes evaluating space needs, renewing leases, leading relocation strategies, and leasing or purchasing space or buildings.

Schenk started the company in 1997 after 15 years at a large commercial real estate firm. He took FastTrac in 1998.

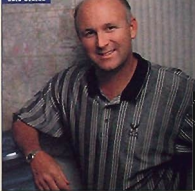
Building Bonds

"Some people say 'get more well-rounded,' others say 'hone your strengths.' FastTrac reinforced that you should stick with the things you know and do best, and bring in experts where you are weak," Schenk says. He molded his business on his communication skills and insists on building relationships with clients — not just performing transactions.

"We want to give people an unprejudiced view of the market. We want to act as a consultant; I'm not comfortable 'selling.' I am helping them get something they want," he explains.

Schenk's business philosophy allows him to disregard the fact that a company's lease may expire five years from now. In that time, they may need assistance with an investment property of

Greg Schenk



another real estate issue that does not involve the lease. Establishing the relationship puts Schenk in position for those needs as they arise.

Making a Difference

Schenk recently assisted American Express with a lease renewal and secured space for the information-technology division of The Columbus Children's Hospital. The same hospital administers the fund Schenk established in his brother's name. He has also assisted inner-city basketball camps through the United Way, and the former

Continued on Page 4

PHOTO: TONY HICK

HAS YOUR COMPANY EVER LIVED UP TO ONE OF THE EIGHT PRINCIPLES OF EMMETT MILLER KAMMATH?

1. Treat others as you would like to be treated.
2. Those who produce should share the rewards.
3. Give back to the community.

Submit your company for consideration for this column. E-mail dorell@lmc.org.

FastTrac — EMERGING CENTER FOR ENTREPRENEURIAL LEADERSHIP

ENOUGH FOR TWO

Continued from Page 3

Evans Scholar trains new caddies on the golf course. After time on the green, the students and Schenk help stroke victims through a program called Four Help.

"[My brother] died while he was still in high school. Since then, I've always said that I would do enough for two in life." ■

Writer: Rosemarie Buchanan

Your FastTrac Connection: Greg Schenk, The Schenk Co. E-mail:

greg@columbusofficepace.com. For more information on the Jeff Schenk Memorial Fund, go to www.columbuschildrens.com. FastTrac Affiliate: Ohio Foundation for Entrepreneurial Education (www.ofee.org).