



# Brian Doner

Executive Vice President



## Professional Experience

### CAREER SUMMARY

Successfully teaming with tenants for thirty years to provide real estate representation to clients that occupy commercial buildings locally and nationally. Clients represented include Fortune 500, and smaller companies, that want the best service & protection during renewal or relocation. Expertise in creating a strategic plan to achieve clients' logistics and economic goals throughout the County. This process includes:

- Listening & Research: Assist companies in making the best business decisions by diagnosing client's business objectives and analyzing optimum real estate solutions.
- Team Requirements: Analyze the process and recommend team members that will provide a platform to maximize the tenant's success throughout the process.
- Negotiation: Aggressively and creatively represent the client's best interest in site selection including concessions, financial analysis & architectural configuration for optimum results.
- Lease Review: Lease document negotiation confirming acceptable language and terms, including interfacing with legal review to reach a final agreement.
- Project/Construction Management: Review & Negotiation of contracts, critical timeline, managing communication & selection of all parties involved in design, construction, technology, furniture & cabling installation throughout the move-in process.
- Post-Occupancy Support: Periodic review of landlord's compliance with lease provisions including the auditing of operating expenses and evaluation of property management practices & policies.

Client list includes banks, law firms, insurance, mortgage and financial services, technology, general sales, and office/distribution (R&D) companies.

My goal is to exceed my clients' expectations for service and achieve the established objectives! I am a tenant's "outsourced" real estate department. Please contact me to discuss your lease at: [brian.doner@daumcommercial.com](mailto:brian.doner@daumcommercial.com) or 714-941-5324.

Current responsibilities include real estate representation for new and existing clients as well as servicing corporate client's needs in the greater Southern California and nationally through DAUM's international members of ONCOR International.

### SPECIALIZATION

Tenant / Buyer Representation

### AWARDS

- DAUM "Top 10" Awards
- DAUM "President's Club" Awards

### EDUCATION

University of Southern California – Marshall School of Business BS, Finance-Real Estate, 1983  
USC Men's Rowing Team

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### Newport Beach

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## Major Client List

ARAMARK  
McGraw Insurance  
Rus, Miliband & Smith  
American Electronics Association  
Wyeth-Ayerst Laboratories  
National Bank of So. California  
TravCorp USA  
Crawford & Company  
Planning Consultants Research  
Orange National Bank  
QueensCare  
AquaMix  
Lanak & Hanna  
Structure Networks  
Brown Rudnick