



# Your Partner For Success

**Bill Hankins**

**601 214 6343**

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**<http://billhankinscre.catylist.com>**

**Brokerage  
Industrial Sites  
Retail Sites  
Hospitality Sites  
Office Facilities  
Recreational Land  
Restaurant Sites  
Government  
Leasing & Mgt.  
Consulting**

"We recognize that each project is unique and our approach to achieving the desired results is specific to your needs and synergistic in nature."



***We Know Mississippi ! !***

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**WILLIAM F. (Bill) HANKINS**

**601 214 6343**

**[hankinsrealtor@bellsouth.net](mailto:hankinsrealtor@bellsouth.net)**



*"An accomplished executive with a broad business prospective, excellent credentials and a proven record of results."*

## **SCOPE OF SERVICE EXPERIENCE**

*Bill has extensive experience in all aspects of the real estate industry including, but not limited to, retail, commercial, land, recreation, and industrial facilities. Encompassing 45 plus years in corporate, government, economic and community activities; and as a practicing Certified Industrial Developer, Bill experienced success at all levels of public, private, Local, State, Regional and National Projects. He has significant geographic experience both domestic and international.*

## **ADDITIONAL BACKGROUND**

*Earlier career experiences include Manager of Area and Industrial Development at MP&L (Entergy), Director of Economic Development and National Accounts for Mississippi's largest financial Institution, President and Chairman of Board, Bank of Jackson; Chief Administrative Officer and Chairman of the Executive Committee of one of Mississippi's largest banks. Owner and managing Director of an Advanced Cellular Technology Group that was a pioneer in Broadband wireless; and Vice President and General Manager WorldCom Broadband Wireless Data and Video Services.*

## **EDUCATION**

*High School: Greenwood, Mississippi*

*Undergraduate: Mississippi State University*

*Graduate: Southern Methodist University*

## **REAL ESTATE**

*Broker*

*Certified Economic Developer*

*Certificate holder of most advanced RE courses*



**1501 Lakeland Drive, Suite 340, Jackson, MS 39216**

**WILLIAM F. (BILL) HANKINS**



**ACTIVITIES/ACCOMPLISHMENTS/MEMBERSHIPS**

- ♦ *Chairman Office of the Governor's Economic Development Division, State Of Mississippi... (Service under two previous administrations)*
- ♦ *Certified Industrial Developer. National # 304.*
- ♦ *Mississippi Industrial Development Council, past President/Board Member.*
- ♦ *Southern Industrial Development Council, past Exec Committee & Board Member.*
- ♦ *Member of Industrial Development Research Council.*
- ♦ *Chairman of State Of Mississippi Institutions of Higher Learning Economic Development and Academic Task Force.*
- ♦ *State of Mississippi representative and participant in the White House Conference on National Balanced Growth and Economic Development.*
- ♦ *Participant/Representative for United States Department Of Commerce/State of Mississippi Foreign Trade Missions (Soviet Union, China, Japan, Taiwan & other).*
- ♦ *American Industrial Development Council, past Board member.*
- ♦ *President's Advisory Council, Mississippi State University (past member)*
- ♦ *Authored a "Study of Present and Future Markets" for Bank services.*
- ♦ *Federal Financial Institution Examination Council (National Bank Examiner's Convention) Guest speaker Subject: Strategic and Contingency Plan development.*
- ♦ *President and Director , Money in Mississippi Association. (past)*
- ♦ *Participant and hands on involvement in the Successful location of such major Industrial facilities as: General Motors, Siemens, International Motors, Frito Lay, Western Auto, Nissan, Milwaukee Tool, Dover Elevator, Lowes Distribution, GE, Walker Mfg. ,United Parcel, International Paper, and many more.*
- ♦ *Membership in Jackson, Mississippi, and National Association of Realtors, Mississippi. Commercial Association of Realtors, Realtors Land Institute, and several affiliated Local, Regional, and National groups.*
- ♦ *Involved in most all types of Community activities: Chamber of Commerce, Civic Organizations, Church. Chaired United Negro College Fund, and other charity organizations.*
- ♦ *Authored Sales and Marketing Certification Programs:*
  - \*Territory Planning &Execution \* Application Selling Techniques \*Effective Presentation & Salesmanship Skills \*Seminar Selling \*Product Training \*Effective Proposal Development & Project Completion Skills. \* Success by Synergism. and \*Effective Income Forecasting.*

## **REAL ESTATE SERVICES**

### **BROKERAGE SERVICES**

Commercial/Investment Sales  
Land Brokerage  
Buyer Acquisition Program  
Commercial Industrial Site Selection  
Tax Deferral Exchanges  
Agency Leasing  
Facility Management  
Lease Administration  
Tenant Representation  
Industrial and Logistics  
Hotels  
Healthcare  
Government Services  
Restaurants  
Retail Centers  
Multi Family Facilities  
Student Housing  
Oil and Gas Jobbers  
Office Buildings  
Recreation Facilities  
ORE Property Mgt. and Sales

### **CONSULTING SERVICES**

Fee Paid Site Selection  
Corporate Real Estate Advisory Services  
Lease Negotiation  
Project and development services  
Market and Site Evaluation

### **CLIENTS (just a few)**

AT & T  
Auto Zone  
Backyard Burgers  
Bankcorp South  
Bank of America  
BankPlus  
Best Inns & Suites  
CB Richard Ellis  
Cushman and Wakefield  
Colliers International  
Drury Inns

Family Dollar  
Fastenal Company  
Fed Ex  
First Bank of Linden, AL  
Ford  
Frito Lay  
First Tennessee Bank  
Grub & Ellis  
Gentiva Health Care  
General Motors  
Hilton Hotels

Hinds County, MS  
Jones, Lang, LaSalle  
Lowe's  
O'Reilly Auto Parts  
M & F Bank  
Metropolitan Bank  
Radio Shack  
Regions Bank  
Renasant Bank  
Ryan's  
Sears

Sheraton Hotels  
State of Mississippi  
Sprint  
Trammell Crow  
Trustmark Bank  
Union Planters Bank  
United Health Care  
UPS  
Wal-Mart  
Wells Fargo  
Zerox



### **OTHER WAYS WE CAN HELP!!**

Site Location Data  
Site Analysis  
Transportation and Distribution Systems  
Zoning Information  
Community Profile Data  
Utilities  
Taxes  
Available Buildings  
Local Government  
We know Mississippi!

### **COMMITMENT**

*We recognize that each project is unique and our approach to achieving the desired results is synergistic in nature. We do not exist without satisfied clients... and each year we complete a large number of successful transactions... with complete buyer and seller satisfaction!*