

Your Partner For Success

A professional headshot of Bill Hankins, a middle-aged man with white hair and glasses, wearing a dark suit, white shirt, and patterned tie. He is looking directly at the camera with a slight smile.

Bill Hankins

601 214 6343

**MS. Commercial Realtors Assn
President 2019**

**MS CoStar Top Broker
2014,2015,2016,2017,2018,2019**

**MS Commercial Broker 2013
Honorary Life Member of MS
Economic Development Council
MEDC Past President, CEcD**

**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 ! !

bill@hankinscre.com

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1501 Lakeland drive
Jackson, Ms. 39216
601 981 1500
www.cookcommproperties.com**

WILLIAM F. (Bill) HANKINS

601 214 6343

bill@hankinscre.com



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!