

Insights from Garrett Bleakley, CLU, ChFC, Managing Partner of Northwestern Mutual Financial Network, The San Diego Group

With nearly 350 offices, Northwestern Mutual Financial Network is one of the most respected and admired financial security companies in the United States. At The San Diego Group, over 50 financial representatives, with the help from their team of specialists, provide innovative solutions using world-class insurance and investment products tailored to their clients' needs.

In 1991, Garrett Bleakley was appointed Managing Partner of The San Diego Group, which has offices in both San Diego and Honolulu, Hawaii. Says Bleakley, "The Northwestern Mutual Financial Network provides expert guidance for a lifetime of financial needs for individuals, their families and their businesses. With our access to a network of financial specialists, we are able to provide innovative solutions for risk management, wealth accumulation and preservation. The essence of our business is that we have developed enduring relationships with over 20,000 clients in San Diego during our 50 years of service to the community."

Like Northwestern Mutual, Irving Hughes has developed enduring and loyal relationships by keeping clients' goals as their number one priority. The San Diego Group has been with Irving Hughes for the past 8 years. Irving Hughes negotiated the lease six years ago for their 12,000 square-foot downtown office space and a subsequent addition of 2,500 square feet to provide for ongoing growth. Currently The San Diego Group is seeking additional office space in the North County Coastal and Inland areas—a search which Irving Hughes is spearheading.

**"The people at Irving Hughes are
very professional and
know the marketplace thoroughly."**

Says Robert Ekhaml, Managing Director, "We frequently recommend Irving Hughes to other companies we come in contact with. The people at Irving Hughes are very professional and know the marketplace thoroughly. Throughout our dealings with them, they have been responsive to all of our needs, whether those needs are large or small. It's nice to know we can count on them for our future expansion plans."

For additional information, please contact Jason Hughes at (619) 238-4393 or jasonh@irvinghughes.com.



IRVING HUGHES

Life is a lease. Negotiate well.

550 West C Street, Suite 2000 • San Diego, CA 92101 • (619) 238-4393 • www.irvinghughes.com