

***For immediate release***

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**NBS WELCOMES TWO NEW PARTNERS ON BOARD**

**Portland, Oregon (July 20, 2007)** – Norris, Beggs & Simpson Companies is pleased to announce its two newest partners, Executive Vice Presidents of Real Estate Finance Blake Hering, Jr. and Mike Wood, both of NBS Financial Services. The company has been privately held since its inception in 1932.

Blake Hering, Jr., has originated loans valued at \$800 million during his tenure with the company. In 2005 alone, he closed \$250 million in loans for apartments, retail, office and industrial properties. The same year he was Top Producer for State Farm Life Insurance Company, earned a Nationwide Life Insurance Company "On Your Side" Award and was named to Nationwide's Correspondent Advisory Council.

A few of Blake's transactions include securing \$50 million for H.A.L. Renton Portfolio, \$42 million for the Clackamas Promenade and \$40 million for Rio Salado Apartments.

Of Blake, Shawn Stock of Nationwide comments,

"Blake is a genuine person and he's been a pleasure to work with on the many deals that we've done together in the Portland area. Blake's intensely protective of his clients' interests, but has the experience to make deals that work for all parties."

Blake also finds time to volunteer coach lacrosse, basketball and soccer for Beaverton youth organizations.

Mike Wood spearheaded the expansion of Norris, Beggs & Simpson's Real Estate Finance operations in the Puget Sound area just one year after coming to the company. He'd started as a Property Manager for a regional homebuilder, but by 2003, Mike was named a Vice President of NBS Financial Services.



Mike's unwavering and difficult goal throughout NBS' expansion and relocation process has been to provide better access for lenders and borrowers to our nationally-recognized services. Mike originates mortgage loans for correspondent life insurance companies and conduits, and was named one of Genworth Financial's Top Ten Correspondents in the nation. He has been

Genworth's Bruce Friedman, Vice President of NW Loan Origination, says of working with Mike,

"For Genworth, Mike has been the workhorse of the Seattle market. He's a top producer and very smart-working. I have great faith in his opinion as a dealmaker. We at Genworth rely on him in order to hit our goals."

As partner, Mike will be strengthening our presence in Seattle and the Greater Puget Sound Area.

Congratulations to both of NBS Companies' newest partners. NBS Companies now consists of nine partners.

#### **About NAI Norris, Beggs & Simpson**

*NAI Norris, Beggs & Simpson, a real estate brokerage and asset/property management company is a division of Norris, Beggs & Simpson Companies. NBS Companies, in business since 1932, was recently recognized as one of the most admired Commercial Real Estate Services Companies in Oregon as chosen by Oregon CEO's in the Portland Business Journal. NBS Companies also specializes in mortgage financing with offices in major cities in Oregon and Washington.*

*NAI Global is an international commercial real estate network with over 300 offices spanning the globe. Since 1978, our clients have built their businesses on the power of our expanding network. NAI Global's extensive services include multi-site acquisitions and dispositions, sublease, tenant representation, lease administration and audit, investment services, due diligence and related consulting and advisory services. To learn more, visit [www.naiglobal.com](http://www.naiglobal.com).*

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