

## RECENT CLIENT SUCCESS

# ICONIC LOCAL INSURANCE AGENCY SEEING STEADY GROWTH

### THE CHALLENGE

Pickett Insurance has been a trusted name in Vancouver for over 70 years, serving the community since 1949. In 2017, leadership transitioned to Paul Covey who brought a forward-thinking vision for the company's continued growth. One of his first strategic moves was to modernize and relocate the agency, to better align with its evolving brand and future goals.

### THE ACTION

In 2017, Jim West Commercial Real Estate had the privilege of assisting Pickett Insurance with their relocation from their long-time home on Mill Plain Boulevard to Park Tower in Cascade Park. By 2025, after several years of steady growth, it became clear that the firm had outgrown its space. Paul Covey reconnected with Jim to evaluate next steps. Together, they weighed the options and concluded that the least disruptive solution for the business and its long-standing clientele was to secure a larger suite within Park Towers. Jim initiated direct outreach to the landlord to identify available options, arranged prompt tours of each suitable space, and helped move quickly to secure a lease agreement. With the goal of minimizing disruption, they coordinated logistics early, allowing ample time to plan a smooth transition.

### THE RESULT

They identified a significantly upgraded space that offered room for staff expansion, professional development, improved client experience, and enhanced visibility with prominent signage. To ensure a seamless transition, the new lease was executed 18 months ahead of the existing lease expiration—providing ample time to complete the move well before the end of summer.



### Testimonial

"Jim helped us clarify our vision for the ideal space, coordinated property tours with the Park Tower Leasing Team, and crafted a focused Letter of Intent that outlined the key terms most important to our business."

*Paul Covey*  
Owner, Pickett Insurance Agency Inc.

# REALTOR SPOTLIGHT: *Jim West*

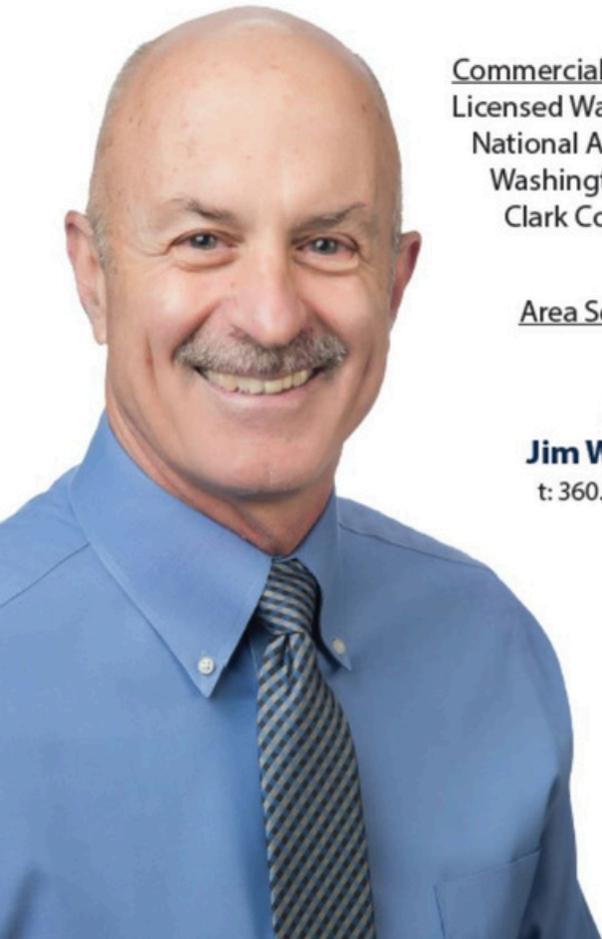
In 2008, Jim established his Commercial Real Estate practice in Southwest Washington. His mission was to assist local Business Owners and Entrepreneurs accelerate their business success. Over his extensive career, he has helped many clients unravel the mysteries of Commercial Leasing and guide in the transition from leasing to owning business property, building more wealth. He also adds Commercial Property Management to his service offerings.

Jim has worked primarily with busy professionals; CPA's, Insurance Offices, Attorneys, Medical & Dental Practitioners, Engineering Firms, and Local Contractors who would often struggle with the time requirements involved in making such a transition. Seeing a need to help ease the unexpected struggles and educate, he partnered with Northwest Business Development Association to create a free education series called "Commercial Property 101 – Stop Leasing and Own Your Business Property". This workshop focus afforded him to become well versed across three primary segments of the industry; retail, office and small light industrial buildings, working as Tenant and Buyer Representation.

One of his most comprehensive projects was that of assisting a local Dentist acquire a parcel in front of a Walmart, located in one of the busiest transportation corridors in our community. Jim remained alongside during the construction and development process, then provided leasing services to 100% occupancy with both national and regional tenants. The entire process spanned three and a half years.

Jim spent his first nine years with Coldwell Banker Commercial, three years with Zenith Properties, three years with Wise Move Real Estate and is now with AARE as a Managing Broker and Mentor.

An extensive component of Jim's marketing efforts has been to maintain a highly visible presence in the local business and non-profit community. Much of what drives Jim is the desire to help others succeed. His mindset has been recognized by his peers and the community, voting him Clark County's "Best In Business" for the past six years.



Commercial Real Estate Credentials:  
Licensed Washington Real Estate Broker  
National Association of Realtors  
Washington Association of Realtors  
Clark County Association of Realtors

Area Served: Washington State

**Jim West, Managing Broker**  
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*"To give real service, you must add something which cannot be bought or measured with money, and that is sincerity and integrity."*

- Douglas Adams