

# CASE STUDY

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## QUICK FACTS

- Bagby had a warm introduction, but had to earn the business on his own merit.
- Bagby understood the client's multi-faceted requirement and was able to select, present and secure the right property for the Board.

## ST VINCENT :: AUSTIN, TEXAS

### Challenge

The Society of St. Vincent de Paul, a 500 year-old organization, desired to relocate from its 50-year home on South Congress to a suburban multi-use facility where it could provide more solutions and be closer to its constituents.

### Solutions

A Board member knew W Gaines Bagby and suggested he pitch his hat in the ring to represent this important organization. Bagby was successful in securing the confidence of the Board through written and oral presentations and signed the organization as a client. He sorted through a large number of properties to find one that could be used not only as a store, but as a warehouse, an administrative office and as a café. He found a vacant former grocery store next to an elementary school, with excellent access in the target area for the client.

### Results

Bagby showed a number of potential properties to the client. The grocery store was simply the right combination of everything the client needed operationally and was fairly priced.

