

## THE BEAT GOES ON

*A big shoutout to new sponsor Real Estate Counselors. A force in real estate law has emerged by combining decades of experience in business and large firms. Yet its rates are far below those of larger firms. How so? See story below.*

### Meet Our Sponsors: Real Estate Counselors



Law firms are struggling to revamp fees for clients demanding value. Good news: Here's a firm that did that. Better news: It's a real estate transaction firm. In March, Bruce Rosen, Gene Wasserman, and Sandy Buchko (seen here at REC's fall cocktail party) came together with a novel idea: stay small and eliminate overhead, which means you can charge 20% less than large firms; and, when possible, offer fixed fees. That's what it did when helping Yannick Cam, former chef at Le Paradou, open a restaurant in Bethesda. Bruce has also handled retail leasing for Starbucks, opening as many as 100 per year. (Presumably on just one block of K St.) Their expertise goes far beyond restaurants, from office and retail leasing, commercial acquisitions and sales, to lending and workouts. See all it offers [here](#).



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