



# Andrew J. Rebennack

## Building Great Relationships

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**Your key to success?** Persistence, education and work, work, work!!

**Biggest moment of success to date?** My greatest moment of success was passing the California bar exam. I studied night and day, while working full-time as an attorney. I studied for months, sacrificing my weeknights and weekends to prepare for the toughest bar exam in the country. When I flew to LA to take the exam, I wasn't sure if I'd prepared enough or if I'd be up for three grueling days of testing. But I gave it my very best effort, pouring all my legal knowledge and experience into that test.

Months later, I found out the exam only had a 35.7 percent pass rate! I felt a tremendous sense of accomplishment, knowing that my hard work and sacrifice paid off.

**Your greatest challenge and how you overcame it?** My greatest challenge was losing my father. He passed unexpectedly, at a time when I was facing tremendous strain in my career and personal life. I had to comfort my family, address my own grief, and administer his law practice while maintaining my own demanding law practice. I focused on doing what he would have done in the situation. I worked diligently, sought wise counsel, and put my family first. Together, we overcame the crisis and formed stronger bonds with each other!

**Most notable current trend in your specific field?** In the San Francisco office leasing arena, we are seeing rents climb higher and higher. Tenants are forced to take a hard look at their office leases and figure out creative ways to reduce costs. That means tenant brokers are taking on increased responsibilities — educating tenants on ways to minimize overhead and deep diving into their clients' businesses to find cost-saving opportunities.

**Favorite building in which you were involved in the transaction?** 76 South Park was my first experience with the San Francisco tech scene. I was lucky enough to have Bradford Whitaker take me under his wing. He gave me the reigns and let me take the lead on tours, negotiations, and on lease execution. I gained tremendous transactional knowledge and felt truly immersed in the tech culture.

**Key to building great relationships with clients?** Be real with your clients. Show true investment in their goals. Also, agents forget that we are in a service industry — not the commission collection industry. We have an obligation to offer the utmost service and to put our clients' interests ahead of all others — even if that means steering them away from a deal!

**Key to building great relationships with other agents?** Be straightforward, professional, and courteous.

**When did you obtain your BRE license?** 2017

