

GABB June 2010 Member of the Month

Michael MacManus

Associate GABB Member since 2009

ConsultKAP, Inc.

4004 Ancient Amber Way

Norcross, GA 30092

Phone: 770-546-2222

Email: mmacmanus@consultkap.com

Website: www.consultKap.com

What role do you play within your company?

I am a direct interface with our clientele, either buyers or sellers.

What is the focus of your company, and how does it differentiate itself?

At ConsultKAP, we strive to build relationships versus simply closing a transaction. We work with our client's advisory team to ensure their best interests are always served. A high percentage of our business comes from referrals, thanks to many years of dedicated service to business sellers and buyers.

What are your company's target markets?

While we cover the broad Atlanta and Georgia market, our agents specialize in geographic areas around the individual ConsultKAP offices. We focus on listing businesses that our buyers will think "make sense" because we know the price and terms make sense to us. We also do a high percentage of buyer representation for serious buyers.

What led you to this line of work, and what do you enjoy most about being a business broker?

My background includes 20 years in sales and marketing within the telecom industry. When I left in 2002, I formed a marketing company, JM Real Estate Consulting that focused on commercial real estate sales and companies specializing in the multi-family industry. This enabled me to gain an insight into their industry. Ultimately this led me to Kathryn Pusch and joining the ConsultKAP, Inc. team. I particularly wanted to return to working directly with business owners. I also enjoy the broad variety of clientele that we work with from different industries. It keeps the job fresh and challenging.

What experience did you have in doing transactions before you became a broker?

My sales experience came primarily from my background in the telecommunications industry. My focus was in large accounts that required building a strong relationship with clients and an excellent understanding of their business. This translates well into the business brokerage environment. I closed on two co-op deals my first year in the business, so I know that I can successfully work with other business brokers!

Where have you lived besides Atlanta?

I grew up in North Carolina before moving to Atlanta out of college. I have lived here ever since settling into the Norcross/Peachtree Corners area in 1992.

Professional Affiliations

GABB, United Peachtree Corners Civic Association

Personal Affiliations

Simpsonwood United Methodist Church, UNC Alumni

All About Me:

I am a transplant from North Carolina, have been a Southerner since 1969 and currently live in Peachtree Corners. My wife, Judy MacManus, is a commercial real estate agent with Brown Real Estate Advisors, which specializes in multi-family transactions. We have 14-year old boy/girl twins who attend Norcross High School and enjoy playing with the band. I share a love of volleyball with my daughter and coach and play the sport in the area. I have also run 10K's and triathlons to maintain my fitness. My son and I have a love for Sci-Fi and are often found attending the local DragonCon convention over Labor Day. We are also involved in the making of professional "low budget" films shown at the festival. As a family we are members of the Simpsonwood United Methodist Church and are involved in their Mission projects each summer. Lastly, I am a major UNC basketball fan and can be found watching their games all winter long.

Accomplishments

BS from UNC Chapel Hill, MBA from Georgia State University, Georgia Certified Appraiser (inactive), Georgia Licensed Real Estate Salesperson.

Tips/Advice for GABB Members

This has been a tough year or two for our industry. My advice is to be considerate of your peers, communicate better and work harder to combine efforts to make deals happen. Together we can get through these tough times and position ourselves as true professionals.