

# VanTrust Real Estate



VanTrust Real Estate, one of the nation's leading private developers based in Kansas City, Mo., hired Cooksey to assist with the company's expansion into the Texas commercial real estate market. The company has had holdings in Dallas' Collin County area for many years but was expanding into several other sub-markets, including South Dallas' Inland Port project, Austin, El Paso and Fort Worth, among others.

Cooksey's real estate practice group developed a strategy to launch the company in each of those areas, leveraging media relationships and building upon the company's stellar reputation within the industry. Beyond securing transactional coverage of significant real estate projects, Cooksey also coordinated membership and sponsorship efforts with regional civic and trade groups and drafted numerous successful industry award nominations. After a five-year effort, VanTrust executives have become highly sought-out thought leaders for regional publications and event panels, providing commentary and market expertise within the statewide commercial real estate landscape.

