



JIM SIMCOE is a green real estate investment consultant, speaker and sustainability consultant. He creates green strategies for clients to improve profits, reduce costs and create healthier working environments.



Mr. Simcoe is the President of the Board of Directors of the New World Leadership School, the first sustainable pre-school in San Diego County.

Mr. Simcoe has been featured on NBC, Fox, SmartMoney.com, San Diego Insider TV, etc. Mr. Simcoe also writes for EcoHome, Personal Real Estate Investor Magazine, San Diego Business Journal, BiggerPockets.com, etc. He is the co-author of the “Go Green, Bank Green” study published by Personal Real Estate Investor Magazine in March 2010.

A noted authority on green real estate and green business strategy, Mr. Simcoe helps clients increase profits, slash costs and discover new revenue streams.

SUBJECT / ISSUES: Jim is often asked to speak on the following topics: Green Real Estate Investment - Green Business Strategy - Green Business Operations - Rebate and Grant Procurement - Water and Energy Conservation

EXPERIENCE: Certified Green Building Professional - EcoBroker - Real Estate Broker

MEMBERSHIPS:

Build it Green - EcoBroker International - Sierra Club - SurfRider Foundation

EDUCATION:

BA Management, Manhattanville College, Purchase, NY 1992

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Testimonials

“Jim is incredibly creative in balancing the business needs and demands with the desires and purpose of it’s owners. He continually reminded and connected our business’ capability to our passion for a sustainable environment. Most of all, Jim models his love for our environment with incredible compassion and integrity.”

Kraig Kidd

CEO

New World Leadership Children’s Academy

“Through Jim’s help we have accomplished our goals and now offer a solution for affordable housing and emergency living needs. He gave us solutions that saved us money and increased the value of our project. All of his recommendations meshed perfectly with the concept of our project. I look forward to working with Jim again and would recommend him highly. He was invaluable in assisting us accomplish our dream.”

Kerry Green

President

Global Housing Structures

“After listening to Jim’s presentation on sustainability, I feel now that I have a better understanding of how we can lessen our impact on the planet. The material was interesting, informative and his knowledge of the subject matter was excellent. I would go out of my way to hear him speak again.”

Jack Mawer

“The talk given by Jim Simcoe was incredibly helpful. He offered tips that I could use easily and simple life style adjustments I could make as soon as I got home. His passion and enthusiasm for the topic is contagious. It is apparent that this is a way of life for him; and that he is not only concerned with the health of the earth for today, but for “the next seven generations” as well!”

Kisha Sivers

Typical Client Results

Increased Profits

Clients increase profits substantially after implementing a green business strategy. Regardless of industry (real estate, small business, etc.) clients gain higher margins on sales, reduce their expenses and fully realize the benefits of available rebates, incentives, Stimulus money, etc.

Client example: One real estate investment company increased profits 35% in the first 6 months of working with Simcoe Consulting.

New Customers

Customers who were previously ambivalent become evangelists. The transformation to becoming a 'green business' engages prospects in a manner not offered by other competitors.

Client example: A new school was able to increase enrollments tenfold due to its focus on sustainability in the classroom.

New Revenue Streams

Other revenue streams manifest and begin contributing immediately to revenue. After working with Mr. Simcoe, several clients have gone on to launch other profitable revenue streams that they were not previously engaged in.

Client example: A real estate investor partnership now offers consulting as an additional revenue stream based on their work with Mr. Simcoe.

Increased Brand

Free favorable PR, press write-ups, TV story features are common for Simcoe Consulting clients. All serve to build client brand and engender customer loyalty, regardless of industry.

Client example: A client was featured in a full-page story in a leading business journal in which they still get leads from over 10 months later.

Competitive Advantage

Prior to working with Simcoe Consulting, clients are often a small player in their respective market. Once they've implemented a green strategy, they become their own market with no competition. They experience less price sensitivity and expert status with all current customers and future prospects.

Client example: A real estate company now offers the only green homes available in a 30 mile radius in a heavily populated part of Orange County, Ca.

Case Studies: For a confidential list of client case studies with actual client data, please contact Jim Simcoe directly at: jim@jimsimcoe.com or 760-271-7128.