

Building Relationships Creates Business

Sherlock Commercial is an environmental consulting company probably best known for water damage and mold consulting, that includes consulting to new and existing construction as a part of a builder's/owner's QA department, phase 1 and phase 2 environmental assessments, lead and asbestos investigations, providing direction to detect and eliminate odors that may occur in a property (originating with a fire or other cause), and more.

As environmental consultants most of our business comes from referrals, so it is important for us to know and understand the Professional and Industrial Community. Since we are a small company with consulting offices in Irvine, San Francisco and a new office in Sacramento, every client and every job is important to us.

We know it takes time to be known, and participation in IFMA OC meetings and events lead to our most recent order from a large corporation that is a member of IFMA OC. Although the details of what we do for our clients is confidential, we can say that our participation in IFMA directly lead to us building a relationship with the IFMA Member. When the need arose, the IFMA member called and we rapidly responded to their needs, going on site, performed testing, reporting, and receiving a timely payment!

I do appreciate that IFMA OC members do see the benefit in doing business with IFMA OC associate members. This is one of the main reasons we decided to be a "hole sponsor" at the September 2007 golf tournament.... Our goal is to meet more IFMA members, both Professional and Associate since both may refer business if they get to know and like what we do at Sherlock.

Regards,
Bill

William Salesky, Ph.D.
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"Assuring Healthy Homes and Buildings"
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