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## **The Power of Balanced Teamwork**

Balancing the demands of an entrepreneurial fast-moving firm is not easy - but Ben Firestone, Managing Partner and Founding Partner of Blueprint and Jim Hechtman, Managing Partner of THG, have teamed up to make it happen.



### **A Sales-Driven Culture Requires an Advisor Who Understand the “Art of the Deal”**

Blueprint Healthcare Real Estate Advisors (Blueprint) is a company on fire with ideas, closing large, complex deals, rich in talent and leading the way on thought leadership about senior-related housing. It is navigating an unprecedented era when boomers are reaching retirement age at the rate of 10,000 per day. Blueprint’s exclusive focus on senior housing and healthcare real estate helps them to be an industry leader at a time when the senior landscape is alive with change. This innovative firm facilitates more than \$1.0 billion worth of Senior Housing and Nursing Home real estate transactions and completed 20 “done deals” in its first year. With offices in Chicago, Los Angeles, New York, and Washington, D.C., the firm is noted for its rapid growth, partnership-driven style of doing business and its extraordinary vision and insight about senior housing and healthcare real estate.

When Ben Firestone, along with his partners Chris Hyldahl and Jacob Gehl, selected a CPA firm, they were clear about needing an advisor who could do much more than an effective job of tax strategy and accounting. They wanted to build a relationship with a firm where real estate expertise and a clear understanding of the nuances that go into the “art of the deal” were front and center. Ben, Chris and Jacob, successful real estate professionals for many years, had experience working with Jim Hechtman and knew that his firm, The Hechtman Group (THG), fit the profile. Ben, his partners, and Jim share many of the passions and points of view that hard-charging entrepreneurs bring to their organizations. “What I appreciate about Jim and his team,” says Firestone, “is that our business is well understood and we also get the benefit of an external view and a balanced perspective; its invaluable.”

### **THG’s PRISM (SM) Services Fit Blueprint’s Needs and Culture**

Jim and his team provide advisory and accounting services for Blueprint and have built an on-going relationship. Participation in discussions about strategy, growth and key decisions results in the

best outcomes for Blueprint . This way of doing business also guides and enhances THG's accounting services. THG's PRISM (SM) Services bring a level of organization and efficiency to Blueprint that supports its fast-paced organizational style. It enables profitable growth by ensuring that effective financial fundamentals and best business practices are in place while Blueprint's high powered executive team sets the pace for ever-increasing levels of success. On a regular basis THG provides:

- Guidance on the annual operating budget and business operations;
- Detailed advice on building Blueprint's future strategic financial framework;
- Assistance with ideas and resources to create an attractive employee benefits package;
- Support and insight for key decision about the company's direction.

As Managing Partners of their respective firms, Ben Firestone and Jim Hechtman both value effective teamwork—and together they are perfecting this important benefit for Blueprint's business .

**Learn more about Blueprint Healthcare Real Estate Advisors:**

[www.blueprinthcre.com](http://www.blueprinthcre.com)