



# ROYAL L. (BODIE) TRIBE, III

## OFFICE SPECIALIST

Bodie Tribe's flair for focusing on the individual and unique needs of a broad range of clientele stems from almost 25 years of experience in the banking industry. During his extensive banking career, Bodie gained hands-on experience in how to identify the needs of his clients, anticipate problems and challenges, and ultimately accomplish their goals. This wealth of knowledge and expertise in how businesses actually work brings a value-added service to his diverse base of office and investment clientele.

After a seven-year tenure with West One Trust Company, where as assistant vice president and trust officer he was responsible for managing assets of some \$150 million, Bodie opted to parlay his experience into a new career in commercial real estate in 1997. Having been involved in all aspects of real estate, including acquisitions, sales, liquidation and investment, it was a natural move which allowed him to carry his knowledge and skills in an ambitious new direction.

As an office and investment specialist with Commerce Real Estate Solutions, Bodie has impressed his clients and peers within the industry with a proficiency in problem solving, his ability to thrive under pressure, and his commitment to providing the highest caliber of service available. A team player who is eager to benefit from the experience of his seasoned associates, Bodie quickly became a valued member of the company's competitive office group.

### Partial Client List:

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Microsoft Corporation	Abbott Laboratories	U.S. Department of Labor
Wasatch Front Regional Multiple Listing Service	Juvenile Diabetes Research Foundation	Kitchell Contracting Cos. of Arizona, Inc.
Aurora Casket Co., Inc.	Diagnostic Imaging Inc.	FedX Freight
Drug Enforcement Administration of U.S. Dept. of Justice	The Orton Group Advertising	Utah Transit Authority

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Bodie earned a B.S. in economics from the University of Utah and an advanced degree from Northwestern University's National Graduate Trust School. His banking career included stints with West One Trust Company, First Interstate Bank of Utah, N.A., FMA Financial Corporation and Zions First National Bank. He is a member of the Beta Theta Pi Fraternity, American Bankers Association, and the Salt Lake Board of Realtors. Bodie and his wife Anne are the parents of two children, Matthew and Tara.

References Available Upon Request

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