

LOS ANGELES DOWNTOWN NEWS

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The Art of the Deal

Making multi-million dollar deals is a challenging task that becomes even more difficult in Downtown Los Angeles.

The figures profiled below represent some of Downtown's top dealmakers. They know the market better and more thoroughly than virtually anyone else in the neighborhood. They have lost hours of sleep working for major clients, yet they always make the deal happen.

DEALMAKERS

Name: Eddy Chao

Title: Managing Director

Company: Financial Capital Investment Company/Asia Pacific Capital Company

Office location: Alhambra

Years with company: Nine

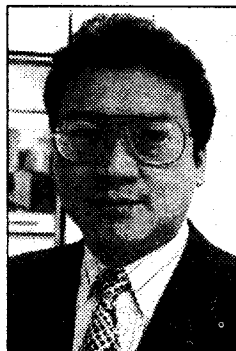


photo by Gary Leonard

Education: B.S., University of Chinese Culture (Taiwan)

Most recent deal: Acquisition of the 439-room Hotel Inter-Continental.

Biggest deal of career: Arranging purchase and sale of Downtown's Biltmore Hotel and office building.

1997's biggest winners and losers?

The winner will be offices. The loser will be retail.

Business motto: Deliver what you promise and keep the investor group's interest as the top priority.