

## Blog Profile: J.C. Restoration, Inc

*Interview with Mike Collins, Commercial Client Advocate*



### **1.) Who are you and who is J.C. Restoration? What services does your company provide?**

JC Restoration provides emergency services to commercial and residential property owners following unforeseen events like fires and floods. Most of what we do is paid for with insurance claim proceeds. So we dry, clean, decontaminate, and rebuild properties damaged by water and smoke. We also address all the affected contents, from clothing, to books to electronics.

My job in business development is to make my commercial clients comfortable with calling us in the future, and to make sure that when they do have the need to call us in, that their jobs go impeccably well.

### **2.) What has J.C. Restoration done differently in today's challenging economic environment?**

Our business is not quite as impacted, positively or negatively, by the economy as we serve a non-budgeted event. When it happens, the lives and businesses of the tenants are affected and a proper response is absolutely necessary.

### **3.) Do you have a favorite job/project you've worked on?**

JC Restoration does see some strange projects. With the damages sustained, it's hard to label jobs as favorites, but I can say we are particularly proud to be called in to restore damage to iconic buildings of Chicago's skyline, or to be entrusted with historically-significant properties. When people ask about strange jobs though, cleaning up after a family of skunks in an abandoned property was quite a task.

### **4.) We see you at many networking events and tradeshow. Give our readers some feedback on the benefit(s) of getting involved.**

Involvement is everything. I believe it is particularly important in my business where there is rarely a list of bidders – I'm either the first call from the property, or I'm not a call at all. But involvement in the issues important to one's prospects and clients puts both of us - buyers and sellers - on the same side of the desk. For me and my services in particular though, it is absolutely about being front of mind all the time.

### **5.) How can our readers contact you?**

As I have long joked, save my number to your cell phone and hope you never have to call. I can be reached 24/7 at (800) 956.8844, or by email at [mcollins@jcrestoration.com](mailto:mcollins@jcrestoration.com).