



CHRIS HAZELL

Associate

**SPECIALIZATION
IN OFFICE & RETAIL
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PROFILE

Chris Hazell is an Associate with Lee & Associates - Pasadena, serving owners, investors and businesses throughout the San Gabriel Valley and Greater Los Angeles. He brings more than a decade of business development, negotiation, analytical and relationship-management experience to commercial real estate brokerage.

His approach is grounded in preparation, clear communication, responsiveness and long-term client relationships.

CAREER SUMMARY

Prior to joining Lee & Associates, Hazell spent more than 10 years with The Gooden Center, a Pasadena-based nonprofit behavioral health organization, ultimately serving as Director of Business Development. He led contract negotiations, market and financial analysis, strategic partnerships, growth initiatives and executive reporting.

During his tenure, the organization grew annual revenue from \$3.5 million to \$9.4 million over five years. His work required evaluating complex financial terms, identifying market opportunities, coordinating multiple stakeholders and translating data into executable business strategies – experience he now brings to commercial real estate.

SELECTED BUSINESS DEVELOPMENT EXPERIENCE

- Negotiated complex, multi-year contracts and amendments with national healthcare organizations, including Anthem Blue Cross, Aetna, Cigna, Blue Shield of California, UnitedHealthcare and Kaiser Permanente, including agreements that generated significant new annual revenue.
- Built market and financial analyses from large data sets to support executive and board-level decisions, growth planning and negotiation strategy.
- Led expansion initiatives requiring coordination across finance, operations, compliance, outside partners and senior leadership.

LOCAL ROOTS

Hazell grew up in the San Gabriel Valley and attended San Marino High School. A longtime local resident, he and his wife are now raising their two young daughters in the area. His longstanding ties to Pasadena, San Marino and the surrounding communities provide him with a deep familiarity with the people, businesses and neighborhoods that make up the San Gabriel Valley.

EDUCATION

- Master of Business Administration (MBA) – University of Florida, Hough Graduate School of Business
- B.S., Communication – Arizona State University; Minor in Business; Cum Laude