

## Tenant Representation

### What is Tenant Representation?

Tenant Representation is where we act as your designated agent to aid you in securing the most appropriate premises for your business. Whether you're securing space for the first time, or you are expanding, contracting, relocating, or renewing your current lease, we work to secure a deal that meets your business goals. We become your in-house commercial real estate expert, putting our decades of experience and research to work for you.

### Compensation

Our compensation is paid by any landlord who is party to the transaction. We seek a standard real estate fee, which is usually factored into the deal. No compensation will be directly payable by the client unless agreed to in writing, and the fees we collect will be made known prior to any final agreement.

### Services

We start with a preliminary meeting to gather information and tailor our services to your business needs. We then develop a strategy to deliver any or all of the following services:

- ▶ Sourcing and presenting premises options
- ▶ Providing options for downsizing or expansion

- ▶ Researching specific areas and providing a report on opportunities
- ▶ Generating offers and providing a strategic negotiating plan
- ▶ Coordinating space plans and construction budgets
- ▶ Facilitating and spearheading negotiations
- ▶ Consulting on lease renewals
- ▶ Premises comparison and analysis
- ▶ Detailed financial analysis

### No Risk Solution

Our tenant representation service provides a no risk, highly effective solution for you to handle your real estate. Our professional advice is provided at no cost, and we work continuously on your behalf to represent your best interests and guarantee you the most practical and financially attractive solution. We have completed thousands of premises transactions ranging from complicated build-to-suits to sourcing and securing premises for the legal, accounting, financial and medical sectors. We have a lengthy history and resources to draw on to deliver the best possible results for our clients.

**Contact us** to learn more about how we can represent your interests.



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