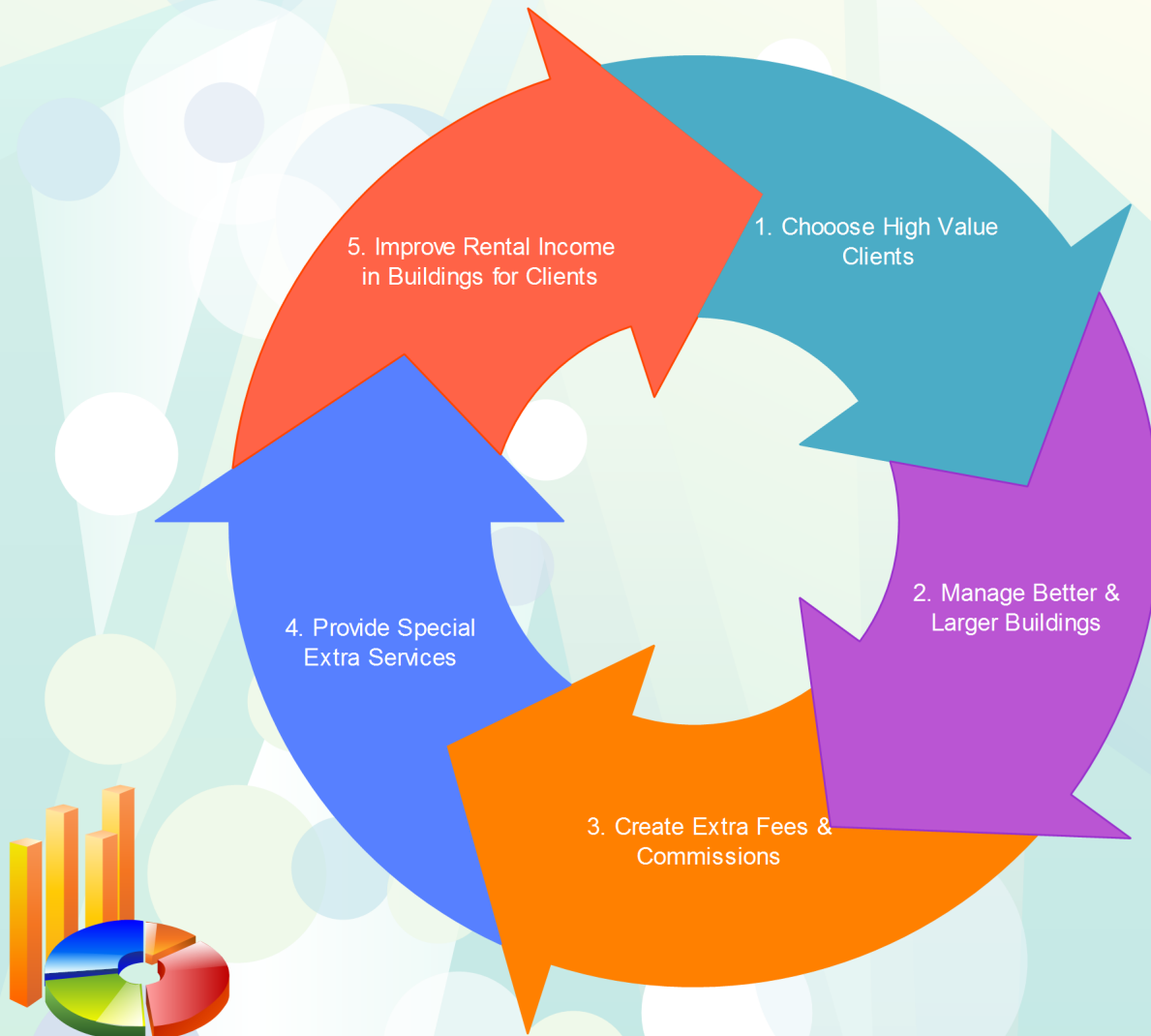


Enrich Your Commercial & Retail Property Management Fees



- 1. Identify high-value clients and investors in your location that own the larger buildings or the portfolios of buildings for the location.** They can be your targets for ongoing new managements. Understand their portfolios, tenant mix, investment plans, and lease challenges. Market your services into the portfolio requirements.
- 2. Generate extra fees and commissions from supplementary leasing activities, renewals, and options within managed portfolios.** Your appointment to manage any property can display these extra fees as separate items.
- 3. Provide special extra services to your clients and managed buildings** such as tenant retention planning, tenant mix changes, property upgrades, and renovation upgrades. The extra work should generate an extra fee.
- 4. Look for rental income improvement opportunities within all managed buildings.** You can do that across the tenancy mix, and across the client's portfolio. In that way, you can also improve your fee opportunities and recovery.

- John Highman, Property Management Coach

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