



Top Questions to Ask Tenants

★ Car Parking

- Staff?
- Customers?
- Security

🚩 What Have They Seen

- Size
- Area
- Location
- Price or Rent

🚩 Other Agents

- Who have they spoken to?
- What have they inspected?

😊 Decision Maker and Contact

- Who?
- Telephone?
- Email?
- Directors?
- Board of Directors?

😊 Priorities

- Short list

📍 Location

- Preferred area
- Customer access
- Site configuration
- Roads

✔ Size of Premises

- Office
- Showroom
- Warehouse
- Hard stand

✔ Lease Term

- Initial term
- Option term
- Start date

★ Rental Budget

- Rent
- Outgoings
- Incentive

✔ Improvements

- Fit out
- Office configuration
- Showroom
- Warehouse
- Storage

✔ Rental Type

- Gross
- Net
- Face
- Effective

✔ Previous Premises

- End of lease
- Landlord contact

★ Guarantee

- Money
- Bank Guarantee
- Bonds
- Personal Guarantee

✔ Timing

- Start date
- Fit out
- Business impact

😊 Use of Premises

- Permitted use
- Zoning
- Access
- Security

✔ Services and Amenities

- Roads & highways
- Water
- Gas
- Energy
- Transport
- Communications
- Internet

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<http://commercial-realestate-training.com/>

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Coaching resources by John Highman

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Info@commercial-realestate-training.com