## Retail Tenant Prospecting Model

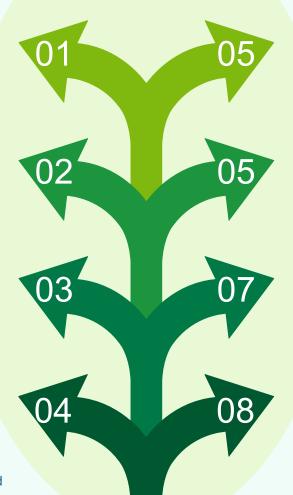


Determine target tenant types to complement the existing tenant mix

Check out competing properties in the location for rents and vacancies

Ask existing customers and tenants for shop ideas

Review tenant expiry dates, movements and consolidations



Create a property fact sheet for tenant enquiries

Create a standard lease and market rental package for marketing vacancy

Create campaign adverts for online, direct, and newspaper marketing.

Canvass local area, tenants, other properties, and franchise groups

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