



Corporate Clients Organizational Needs

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

So, you have or want to work for a corporate client with their property needs. Align yourself to the corporate client in every way possible. Understand what is happening in your property market and identify the following factors that could have an impact on your corporate client (as tenant, investor, owner-occupier, or landlord

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1. Leases coming to an end?

- 1.1. Lease expiry dates
- 1.2. Critical dates on renewal or expiry
- 1.3. Space requirements

2. Expand or relocate?

- 2.1. Premises use
- 2.2. Space requirements
- 2.3. Business pressures

3. Property suitability?

- 3.1. Improvements
- 3.2. Size
- 3.3. Location
- 3.4. Services and Amenities
- 3.5. Proximity to competitors
- 3.6. Zoning
- 3.7. Communications
- 3.8. Plant and equipment

3.9. Future use

3.10. Environmental

4. Property use

4.1. Permitted use

4.2. Staff numbers

4.3. Showroom

4.4. Office space

4.5. Warehousing

4.6. Land

4.7. Operational presssures

5. Business pressures?

5.1. Budget

5.2. Space

5.3. Seasonal pressures?

6. Occupancy costs?

6.1. Rent

6.1.1. Market rent

6.2. Outgoings

6.3. Incentives

7. Landlord pressures?

7.1. Negotiations

7.2. Interaction

7.3. Existing occupancy

7.4. Future occupancy