



## Referral Business Opportunities

Link: <https://commercial-realestate-training.com/how-to-get-more-commercial-real-estate-referrals/>

### 1. Cross-industry referrals

1.1. Partner with professionals in related industries, such as architects, engineers, contractors, or interior designers. They often have clients who require commercial space for their businesses.

### 2. Services

#### 2.1. Leasing

2.1.1. Changing tenants

2.1.2. Adding tenants

2.1.3. Upgrading leasing opportunities

2.1.4. Improving rentals

2.1.5. Lease negotiations

2.1.6. Tenant retention planning

#### 2.2. Property Management

2.2.1. Reporting

2.2.2. Leasing

2.2.3. Maintenance

2.2.4. Property planning

2.2.5. Upgrades

2.2.6. Lease management

#### 2.3. Sales

2.3.1. Changing properties

2.3.2. Additional properties

2.3.3. Account manager

2.3.4. Regular appraisals

### 3. Financial advisors

3.1. These professionals often work with clients who are considering investing in commercial properties or need assistance with property management services.

### 4. Property types

4.1. Office

4.2. Industrial

4.3. Retail

4.4. Shopping Centres

### 5. Legal professionals

5.1. Attorneys specializing in real estate, business law, or estate planning can refer clients who need assistance with property transactions, leasing agreements, or legal issues related to property management.

## **6. Networking groups and associations**

6.1. Join local business networking groups or industry associations where you can connect with other professionals who may have clients in need of commercial real estate services.

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## **8. Local business owners**

Link: <https://commercial-realestate-training.com/real-benefits-of-local-area-marketing-for-agents/>

8.1. Reach out to local business owners who may be expanding or relocating and need assistance with finding suitable commercial properties.

## **9. Tenant representation and business owners**

9.1. Work with businesses looking for commercial space by offering tenant representation services. They may refer you to other businesses in their network.

## **10. Property investors and landlords**

10.1. Build relationships with property investors who may need assistance with property acquisitions, leasing, or management of their portfolios.

## **11. Online platforms and social media**

11.1. Utilize online platforms like LinkedIn, where you can connect with professionals in various industries and showcase your expertise. Engage in social media marketing to increase your visibility and attract potential clients.

## **12. Chambers of Commerce**

12.1. Participate in your local chamber of commerce events and activities to connect with business owners who may require commercial real estate services.

## **13. Existing clients**

Link: <https://commercial-realestate-training.com/a-collection-of-client-contact-strategies-for-commercial-brokers/>

13.1. Your current clients can be a valuable source of referrals. Keep in touch with them regularly and ask for referrals if they know anyone who could benefit from your services.