



UNSOLICITED ADVICE

The Questions You Didn't Ask About leasing
Commercial Real Estate

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Over recent years, interacting with hundreds of small to mid-sized businesses has highlighted a common challenge: many lack the knowledge of what to inquire about when leasing commercial space. This gap in understanding often arises for first-timers opening a brick-and-mortar location, or for those who previously hadn't been directly involved in the leasing process.

This book is tailored for individuals who are thinking about opening a business, established businesses venturing into their first brick-and-mortar lease, as well as for individuals within organizations responsible for site selection during expansion or relocation. Signing a commercial real estate lease entails significant financial implications, often underestimated by many. While the process can be inherently complex, with nuances that may lead to frustrations and delays, it doesn't have to be that way. This guide aims to simplify and demystify the leasing process, equipping business owners with essential pre-requisites before they engage with a commercial real estate agent.

Although this guide won't turn you into an overnight expert, it will provide the foundational understanding and resources needed for a smooth leasing transaction. By engaging with this material, you will be better positioned to make informed decisions and navigate the leasing landscape with greater confidence and ease.

Disclaimer* It's strongly advised to always enlist the services of a commercial real estate agent, financial advisor and commercial real estate attorney for guidance and support throughout your leasing dealings. By the end of this book, you'll grasp the fundamental concepts, but the expertise of a seasoned professional is invaluable. Just as you wouldn't attempt heart surgery after merely reading about it, navigating commercial leases requires specialized skills. Now, let's get started!



CHAPTER 1

Understanding Commercial Leases

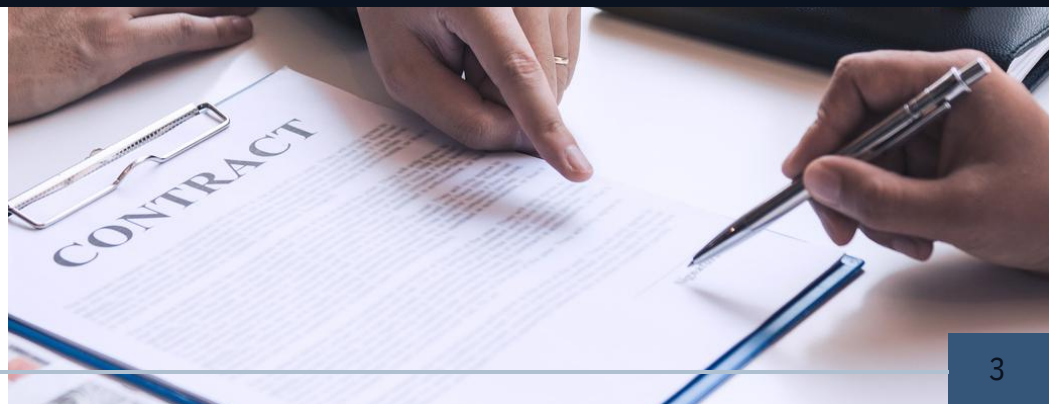
 Importance of location and space suitability.

I sat at the other end of the phone, attentively listening as the representative detailed the numerous benefits of the site I had proposed to this top fifty organization. Just as he was concluding his remarks, I noticed a shift in his tone. He clearly stated, “While all these aspects are undeniably impressive, and I personally believe this location could be ideal for our store, the demographics do not align with our company or the products we offer. Although we anticipate considerable success during the academic year, the challenge lies in maintaining that momentum during the summer and Christmas breaks.”

He elaborated on the extensive research involved in their decision-making process, which included a thorough analysis of household income, spending patterns in the area, and a comprehensive understanding of the age distribution beyond the college community. Unfortunately, they could not foresee this particular location being profitable enough to warrant further pursuit.

While I was not entirely surprised by their conclusion, I was genuinely intrigued by the depth of research and the critical factors this company considered when selecting sites for their establishments.

Prior to entering the commercial real estate industry, I had never truly appreciated the multitude of factors that converge to create the perfect conditions for a company to thrive within a community. In contrast, residential real estate education often discourages discussions about demographics. Commercial real estate operates on an entirely different paradigm, heavily reliant on demographics to ensure a business’s success. I found it fascinating that large corporations invest hundreds of hours in research to pinpoint their ideal markets, yet small to mid-sized businesses often neglect to put even a fraction of that effort into understanding their own customer base and market suitability.





This leads to an essential question: Why do large corporations go the extra mile not only to grasp their demographics but also to delve into the intricate details of their consumers' habits, preferences, residences, income, and age? Conversely, why do small to mid-sized businesses not place the same emphasis on getting to know their consumers and pinpointing the most suitable locations for them?

This section aims to assist you in creating your own site selection guide and help you identify sites that will effectively cater to your specific consumer base.

The old adage “Location, location, location” is more than just a saying; it’s a crucial element in the success of your business. In this section, we’re going to develop a site selection form tailored to your business. This tool is designed to help pinpoint the ideal location for your brick-and-mortar establishment. We’ll delve into various factors, including accessibility, convenience, visibility, foot traffic, and demographics, all essential in honing in on the right spot. Additionally, this form will be a valuable asset in communicating your specific needs to your real estate agent, ensuring they understand exactly what’s required for your business’s success. But it’s not just about the location; the layout and design of the space are equally important. We’ll assess the suitability of the space for your immediate needs and consider its potential for the next few years. Is this a space your business can grow into, or is it merely a stepping stone to something bigger? Let’s explore these questions as we move forward.

Use the provided site selection Criteria form to begin thinking about what you will need in a physical location in order to be successful.



Sample Site Selection Criteria Form

Business Name: _____

Date: _____

Prepared by: _____

Location Evaluation:

Address of Potential Site: (Desired Geographical locations)

• Location A: _____

• Location B: _____

• Location C: _____

• How soon would you like to Move?

Accessibility & Convenience:

• Proximity to major roads/highways: _____

• Access to public transportation: _____

• Parking facilities for customers: _____

• Delivery and loading zones: _____

Visibility & Foot Traffic:

• Storefront visibility from street: _____

• Average daily foot traffic: _____

• Vehicle traffic count: _____

• Presence of nearby landmarks: _____

Market Analysis:

Local Demographics:

• Population density: _____

• Target demographic presence: _____

Age range

Income level

Lifestyle preferences

• Average household income: _____

Competition & Synergy: Can you work in close proximity to competitors? Who are your competitors? What are complementary businesses that you would like to be near?

• Number of direct competitors nearby:

• Presence of complementary businesses:

Lease Specifics/Lease Conditions:

• Preferred lease term: _____ years

• Renewal options: Yes / No

• Early termination clauses: Yes / No

Financial Aspects:

• Monthly rental cost: _____

• Estimated utilities and additional fees:

• Required security deposit: _____

• Renovation/Setup Costs:

• Ongoing Operational Costs:

Space Requirements:

• Total square footage needed: _____

• Specific layout needs: (Layout considerations: open space, number of rooms, etc.) _____

• Condition and appearance of interior:

• Allowance for improvements/modifications:

Regulatory Compliance: Does your business restrict you from being near other businesses? If so what are they? What permits will you need to operate?

Zoning & Permits:

- Zoning compliance for business type: Yes / No
- Special permits or licenses required: Yes / No

Building & Safety Codes:

- ADA (Americans with Disabilities Act) compliance: Yes / No
- Compliance with local safety regulations: Yes / No

Additional Factors: Do you foresee expansion or future layout changes for your business?

Expansion Flexibility:

- Potential for future expansion: Yes / No
- Flexibility for layout changes: Yes / No

Technology & Infrastructure:

Decision Making:

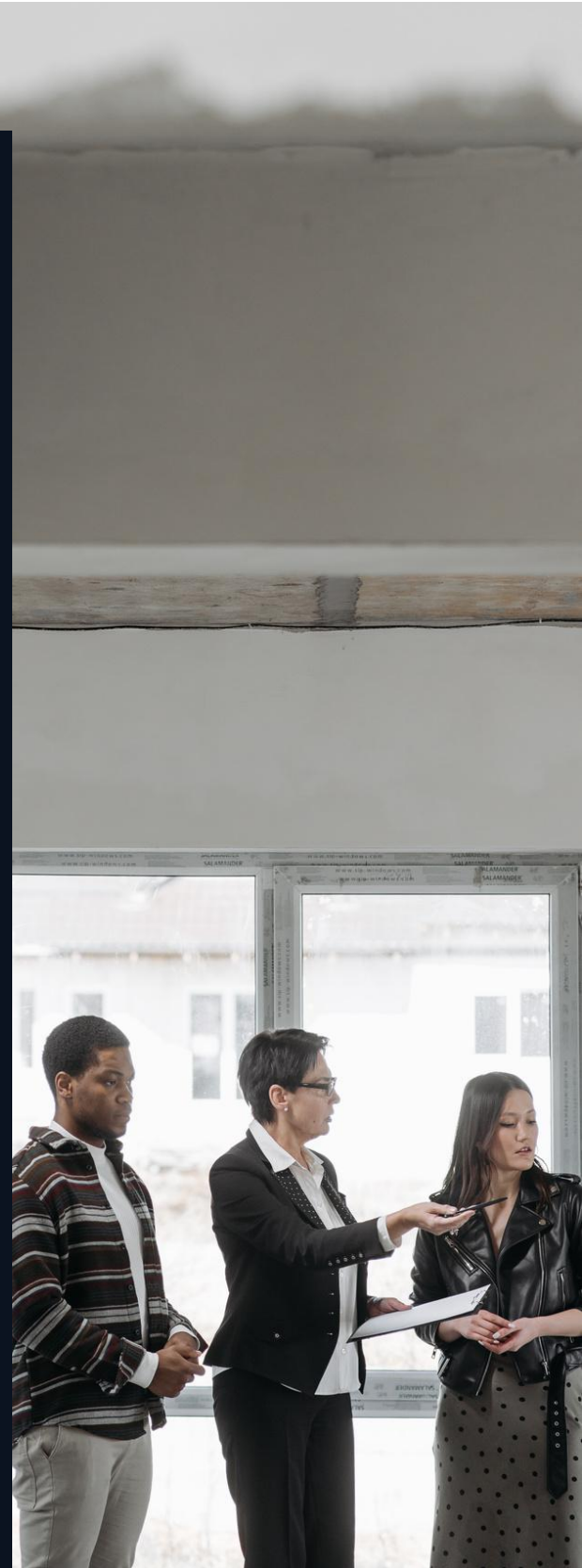
Ranking of Sites (1 to 3, 1 being the most preferred):

- Location A: _____
- Location B: _____
- Location C: _____

Additional Comments:

- Location A: _____
- Location B: _____
- Location C: _____

Chosen Location: _____



After filling out your site selection form, you'll have a clearer understanding of your specific requirements for a successful business location. This form becomes a practical guide in your discussions with a commercial real estate agent, effectively conveying your needs and preferences in your property search. Print this out and keep it handy!

****Keep in mind that this is merely a guide; don't hesitate to ask your real estate agent for help in areas where you might have questions.***



CHAPTER 2

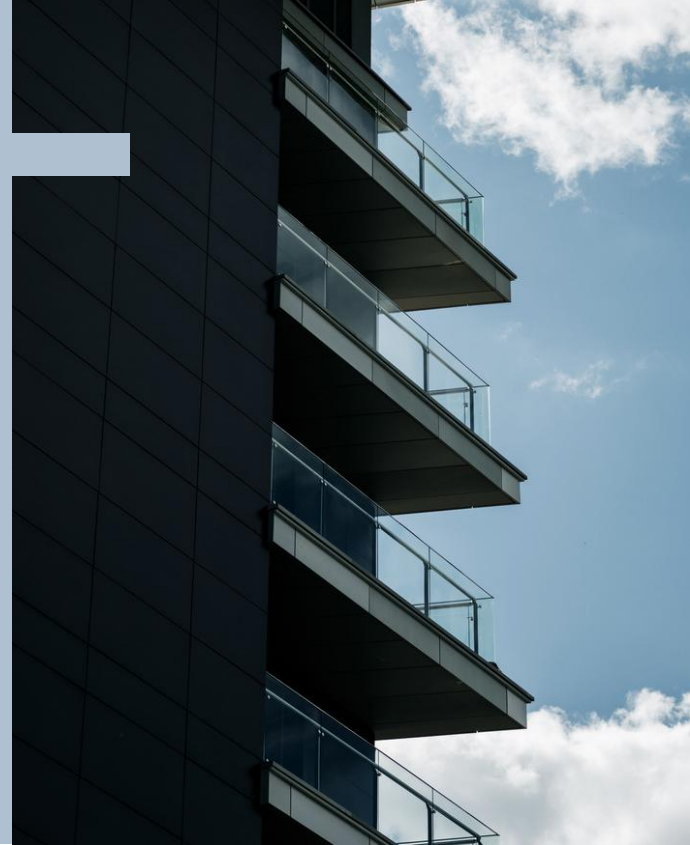
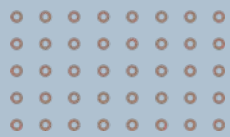
Financial Considerations

Budgeting for rent, maintenance, and other hidden costs.

Throughout my career, I have had the privilege of collaborating with a diverse array of individuals. One invaluable lesson I have learned is the importance of asking challenging questions, regardless of whom you are engaging with. Shortly after pandemic restrictions began to ease, I conducted a property tour for a client at a prominent shopping center in Houston. During this visit, a gentleman and his family approached me, posing a straightforward inquiry: “Are you a commercial real estate agent?” My enthusiastic affirmative response elicited smiles from them, and they expressed a desire for my assistance.

Upon returning to my office, I promptly reached out to the gentleman and his family to discuss their needs. I inquired about their specific relocation requirements, budget, and desired lease term. I was surprised to learn about their urgency to move, given that their current shopping center was highly sought after. Although it was not a new construction, it was far from outdated, boasting significant foot traffic and excellent street visibility.

After gathering all pertinent information, running various reports, identifying potential locations, and touring properties with the family, we ultimately focused on a newly developed shopping center. The listing agent offered appealing incentives, including a nine-month rent abatement, which I successfully negotiated. Both the family and I were excited, and we prepared to draft a lease. However, as the process progressed, the listing agent began scrutinizing the tenant’s leasing history with great detail. She requested information about their current location, a request I readily fulfilled, believing it would demonstrate the tenant’s stability. Unfortunately, I soon realized that I had miscalculated the situation.



When the listing agent later contacted me to discuss additional details, I was taken aback by a significant issue. She had reached out to the tenant's current landlord and discovered that the tenant was approximately \$90,000 in debt. This debt included missed rent payments during the pandemic, unpaid triple net fees, unamortized build-out expenses, and commissions. I was shocked that I had overlooked this critical information, and even more perplexing was the fact that the family had intentionally omitted this vital detail when discussing their reasons for needing to relocate.

Sensing that something was amiss, I immediately called my client to share this information. However, their initial response was one of frustration; they began to blame their current landlord for not providing clarity regarding additional fees beyond the rent. It quickly became evident that they had inadvertently signed a lease that was significantly more expensive than they could manage. The family had entered into their initial lease without representation, resulting in a lack of understanding of the financial implications associated with signing a triple net lease. They were unprepared for the additional costs associated with leasing and were consequently seeking to extricate themselves from their current commitment without jeopardizing their business.

Regrettably, I could not proceed with the client under these circumstances. I advised them to either negotiate with their current landlord to terminate their lease or establish a repayment plan for the outstanding debt before pursuing another lease agreement. This experience served as a valuable lesson for both my clients and me, underscoring the importance of budgeting and understanding the financial ramifications tied to lease terms that may not clearly specify a fixed monetary figure.



Budgeting for rent, maintenance, and other unexpected costs.

When evaluating a lease, it is essential to comprehend all associated costs. While some leases may incorporate additional fees within the base rent, others may have hidden charges. Below is a breakdown of the most common lease types:

- **Gross Lease:** In a gross lease, the tenant pays a single, all-inclusive rent amount that covers both the base rent and all property-related expenses, such as taxes, insurance, and maintenance. The landlord is responsible for paying these expenses directly.
- **Modified Gross Lease (MG):** A modified gross lease is a mix between a gross lease and a net lease. The tenant pays the base rent plus a portion of the property's operating expenses. These additional costs, like utilities, maintenance, or taxes, are usually specified in the lease and vary depending on the agreement.
- **Tripple Net Lease (NNN):** In a triple net lease, the tenant is responsible for paying not only the base rent but also all operating expenses associated with the property, including property taxes, insurance, and maintenance. This means the tenant takes on most of the financial responsibility, while the landlord primarily collects rent.
- **Percentage Lease:** A percentage lease typically applies to retail businesses. The tenant pays a base rent plus a percentage of their gross sales. This means that as the tenant's business grows and sales increase, the amount they pay in rent also rises, aligning the landlord's income with the tenant's success.



Tripple Net Lease Example

This example demonstrates the impact of additional fees (NNN) on rent. For a 2,500 square foot space with a base rent of \$10/sq ft, the base monthly rent is \$2,083.33. Including triple net charges of \$5/sq ft raises the total to \$15/sq ft, resulting in a monthly cost of \$3,125. This underscores the need to consider all costs in budgeting.

- **Rent Calculation Formula:**

Base Rent + (Property Taxes + Insurance + Maintenance) / 12

Determining how much to spend on a commercial space based on your business income involves a careful balance between affordability and the strategic importance of the location for your business operations.

Here's a step-by-step approach:

- **Understand Your Gross Income:** Know your business's gross income, which is the total revenue before any expenses, taxes, or deductions.
- **Analyze Net Income:** More important is your net income – what remains after all operating expenses, taxes, and other deductions. This is your actual profit and the main source of rent payment.
- **Set a Rent-to-Revenue Ratio:** A common guideline is that rent should not exceed 5-10% of your annual gross revenue. However, this can vary by industry. For retail businesses, it might be higher, while for office-based businesses, it can be on the lower end.
- **Consider Additional Expenses:** Remember that rent is not the only expense. Utilities, insurance, maintenance, property taxes (in the case of triple net leases), and other associated costs should be factored in.
- **Evaluate Cash Flow:** Ensure that the rent you're committing to doesn't put undue pressure on your cash flow, especially in slower business months.
- **Plan for Growth and Fluctuations:** Leave room in your budget for potential growth, seasonal fluctuations in income, and unexpected expenses.
- **Market Research:** Investigate the average rent prices in your desired area. This will give you a benchmark for what's reasonable.
- **Consult with Financial Advisors:** It's often beneficial to consult with a financial advisor or accountant who understands your business's financials and can offer tailored advice. Forecast Future Earnings: Be conservative with projections of revenue increases, especially in new locations or expansions.

Budgeting is a crucial yet sometimes delicate subject, but it's one that cannot be overlooked. Understanding your business's financial health is key to making informed decisions about how much you can responsibly spend on rent without jeopardizing your operations. Ultimately, the objective is to ensure your business not only remains viable but also thrives in your new brick-and-mortar location. To aid you in this process, make use of the provided formula. It's designed to help you figure out a sensible monthly rent budget and determine the amount you should ideally have saved before committing to a commercial space. This careful financial planning is vital for the sustained growth and success of your business. (After all the purpose of brick and mortar isn't to just "look" successful, it's to enhance and increase profitability.)

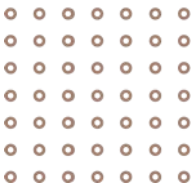
Use the formula below to help you benchmark and budget.

Rent Budget Formula:

Gross Income x (5 or 10 percent) /12 = Suggested monthly rent
\$300,000.00 x 10% /12=25000.00

***(Consult with a financial advisor to ensure you are properly positioned)**





CHAPTER 3

Legal Aspects of Leasing

- Importance of legal counsel.
- Common legal pitfalls and how to avoid them.
- Things to be aware of in your lease

Importance of legal counsel.

There we sat, my father and I, in the waiting area of the office, anticipating a meeting with the president of a prominent commercial real estate company. Our clients had meticulously fulfilled their obligations, including the initial deposit and the first month's rent, in anticipation of receiving the keys to their new premises. We had been made aware of certain issues with the property but were reassured that they would be resolved before our clients moved in.

The situation took a turn when the fire marshal highlighted the severity of the problems, some of which the property owner had known about for nearly a year. Armed with this information, we approached the leasing agent to demand a refund until every reported and latent defect was remedied. Our clients were still keen on the lease; they merely sought the assurance that the owner would honor the commitments made both in writing and verbally.



Following our unannounced visit to the firm’s president, he summoned the agents handling our case. Despite their complaints about what they perceived as excessive communication from our side, the president guaranteed that our clients’ issues would be addressed and that the lease would continue as agreed. However, as weeks turned into silence, with no word from either the leasing company or the building’s owners, we were left in the dark. It came to light those businesses had been illegally operating from the premises, which fell short of code standards, and the lease should never have been signed. When the leasing firm balked at issuing a refund, our clients and our team were left to ponder our next steps. Fortunately, I had diligently documented all correspondence with the leasing agents, detailing the unkept promises. Armed with this evidence, our in-house attorney endorsed the decision to seek external legal counsel and pursue the matter in court.

Engaging in litigation for over a year was far from ideal for our client, but the case was convincingly won, thanks to the meticulous record of communications and the strength of the written agreements. This ordeal underscored the critical importance of having legal counsel readily available—an invaluable resource in navigating the complexities of commercial real estate.



Common legal pitfalls and how to avoid them.

One frequent misstep that small to medium-sized businesses often make is failing to secure legal counsel early in their operations. While there is a cost to having a lawyer review your lease agreements, it is an investment worth making. I consistently advise business owners that if the expense of a legal contract review seems unaffordable, then entering into the contract may be too risky. An attorney’s guidance is crucial in ensuring that you do not commit to a contract that could incur substantial financial loss, or worse, jeopardize the entirety of your business.



Key Take Aways:

- Identify a few attorneys
- Ask about their rates
- Develop relationship

Things to be aware of in our lease.

Lease agreements can be concise or extensive, sometimes only two pages, other times exceeding a hundred. There are numerous clauses and terms to be mindful of, but for small businesses, it's crucial to pay particular attention to termination and renewal clauses, as well as personal guarantees. Termination and renewal clauses act as safeguards for your business, providing a course of action for unforeseen circumstances, whether favorable or unfavorable. Understanding the financial ramifications of early lease termination is critical. A termination clause will specify if and how you can end your lease prematurely. It outlines the conditions necessary for an exit, which may range from providing a 60 or 90-day notice to more complex requirements like repaying amortized costs, including build-out expenses and real estate commissions. You might also be responsible for forfeiting deposits or paying a portion of the remaining lease. Since commercial real estate practices are highly variable, termination policies differ widely, with each landlord setting their own terms for lease cancellation.

A personal guarantee is another critical element, potentially having a profound financial impact. In pre-pandemic times, businesses often secured lease agreements without the need for personal guarantees. However, when the pandemic struck, those lacking such obligations could walk away from leases without personal financial liability, leaving landlords to deal with the fallout of unpaid rent and vacant properties. In the current climate, landlords are increasingly requiring personal guarantees as a standard condition. These guarantees can override the protections of an LLC, meaning that even if the lease is in the name of your LLC, defaulting on the agreement could lead the landlord to seek restitution from your personal assets for any outstanding debts. A personal guarantee is a legal commitment by an individual to repay credit issued to a business for which they serve as an executive or partner, guaranteeing the debt personally. This means if the business fails to fulfill its lease obligations, the individual's personal assets can be pursued by the landlord to cover the debts.

Although clauses related to termination and personal guarantees may seem intimidating, awareness is key. Understanding what they entail empowers you to effectively utilize a termination clause or to grasp the financial consequences of an early lease exit. It's also vital to recognize that these clauses are negotiable. Engage with your commercial real estate agent and legal counsel to explore all your options and negotiate the best possible terms before agreeing to any termination clause or personal guarantee set forth by the landlord.

CHAPTER 4



Customizing Your Space

Balancing aesthetics with functionality. (profit over pretty)

As I approached my clients' building with eager anticipation, I couldn't help but feel a sense of excitement. I was anxious to witness the remarkable transformation they had brought about. Slowing down to ensure I didn't miss it, I marveled at how this power couple had turned what was once a plain, unremarkable structure into the perfect content creation studio.

When we initially began our journey together, we had been exploring properties in more established neighborhoods with higher price tags. What excited me the most was their ability to create such a stunning space with just half of their initial budget. We had initially considered properties that were externally more aesthetically pleasing and sometimes smaller in size. However, this couple possessed a unique ability to step back and reassess their approach as they gathered information about the market.



They quickly realized that the market demanded higher rents for properties in upscale areas. With their adaptability, they were willing to adjust their expectations, knowing they had the skill to beautify any space they occupied. They embodied the concept of “profit over pretty.” After nearly a year of searching, I identified a building that wasn’t listed online for lease. Upon reaching out to the listing agent, I learned that the space had recently been leased to a group that, unfortunately, realized after signing the lease agreement that they couldn’t operate their intended business due to permitting and regulatory issues. This situation presented a golden opportunity for my clients and me.

Without hesitation, we went back to the drawing board and submitted an offer. We knew that while the previous group couldn’t make it work in that building, our preparedness and pricing made us more than capable of succeeding there. Submitting an offer not only relieved the group from their financial obligations but also granted this dynamic couple the chance to seize a rare and remarkable location.



A common mistake often made by new businesses when opening a brick-and-mortar store is becoming fixated on the exterior appearance of their space. When starting a business, it’s crucial to ensure that your location aligns with the image you want to portray. However, this shouldn’t lead to overspending to the extent that you become property-rich with no funds left to support marketing efforts.

One positive outcome of the pandemic was the innovative approaches to utilizing spaces in today’s world. You don’t necessarily need the most expensive or visually stunning building to achieve profitability and success. What matters more is how you design the interior of your space rather than its external appearance. Striking the right balance between location, external aesthetics, and potential profitability is key.



Tenant improvement dollars


Securing a commercial space involves a significant financial commitment, and one aspect often overlooked is the build-out of the space. Having a commercial real estate agent on your team can be highly beneficial as they can negotiate what is commonly referred to as “tenant improvement dollars” to help you customize the space to your preferences.


It’s essential to emphasize that each property will have its unique characteristics. Some landlords may not offer tenant improvement dollars, while others may be willing to provide them. These funds allow you to tailor the space to meet your business’s specific requirements, whether it involves removing or adding walls, installing a new bathroom or sink, changing flooring, or repainting walls. The availability of tenant improvement dollars typically depends on factors such as the tenant’s financial strength and the length of the lease term. Negotiating tenant improvement dollars is best handled by experienced commercial real estate agents who can research the market and industry trends to determine a fair and reasonable T.I. (Tenant Improvement) amount that aligns with your business goals.

CHAPTER 5



Navigating Landlord-Tenant Relationships

 Understanding and enforcing your rights.

 Agent relationship

Understanding and enforcing your rights.

Don’t let a penny today be a pound tomorrow. Frustration coursed through my veins as I struggled to conceal it during the phone conversation. A colleague, well aware of my budding career as a commercial real estate agent, had signed a significant lease agreement without any professional representation. What was even more perplexing was the fact that they hadn’t reached out to me for assistance. Now, they found themselves in a predicament, needing to terminate their lease due to miscalculations and profit loss.

Listening to my colleague's complaints, it became evident that they were searching for any justification to avoid paying rent and terminate the agreement without penalties. Amidst their litany of grievances, I finally asked, "What prompted this call?" My colleague's response was straightforward: "Can you review the lease agreement for me and discuss my options?" In the past, I had helped friends with such requests, emphasizing that landlords often cover the cost of a real estate agent's services, a right that tenants often overlook. However, this time was different. This time, I decided to place a higher value on my time and expertise.

Though I wasn't a seasoned veteran with two decades of real estate experience, I had acquired sufficient knowledge to recognize when someone was asking for my professional services for free, especially after neglecting to utilize them when it would have been mutually beneficial. Weighing the situation, I calmly responded to my colleague, "I can refer you to a few attorneys who can review your agreement and provide you with their hourly rates."



Frustrated, my colleague insisted, "Why can't you just do it quickly for me?" I explained that my ability to assess matters quickly had developed over years, and my expertise should not be taken for granted, especially when there was an opportunity for both of us to benefit. My colleague then revealed, "The landlord offered me a deal not to use a real estate agent, so I didn't involve you." To this, I replied, "In business, we must remember that we can't allow short-term savings to cost us dearly in the long run. The landlord's offer may have seemed advantageous initially, but the money they would have paid on your behalf could have allowed our in-house attorney to review your lease agreement, identifying the very issues you're now grappling with. By forgoing representation, you not only received an unfavorable deal but also have to bear the consequences."



Agent relationship

Small to mid-sized businesses frequently overlook the fact that the services offered by commercial real estate agents are typically compensated by the landlord. While each transaction can differ, it is crucial for real estate agents to confirm upfront that their commissions will be covered by the landlord and not expected from the tenant. It's essential to note that tenants have the right to be represented in this process.

While it's crucial to understand that landlords are not necessarily villains, we must also recognize that their primary goal is to maximize their profits. This means that they may not always prioritize the best interests of the tenant. While it may seem appealing to tenants to forgo representation, it's essential to remember that a commercial real estate agent's role is to negotiate the best terms and conditions, confirm fair and reasonable rates, and ensure that, as a tenant, you have a clear understanding of the agreement you are entering into.

Top reasons you should engage a commercial real estate agent:

- 1 Expertise and Experience:** Commercial real estate agents bring a wealth of expertise and experience to the table. They are well-versed in the intricacies of the commercial real estate market, including local market trends, property values, lease terms, and negotiation strategies. Their knowledge can help clients make informed decisions.

- 2 Market Knowledge:** Commercial real estate agents have access to up-to-date market data and can provide clients with valuable insights into current market conditions. This information is crucial for making well-informed decisions about leasing or purchasing commercial properties.
- 3 Negotiation Skills:** Negotiating lease terms and conditions can be a complex and challenging process. Commercial real estate agents are skilled negotiators who can advocate for their clients' best interests, helping them secure favorable lease terms, lower rent rates, and other concessions.
- 4 Property Selection:** Agents can help clients identify and evaluate properties that align with their business needs and goals. They can assist in finding locations that offer optimal visibility, accessibility, and amenities.
- 5 Time and Resource Savings:** Searching for and securing commercial real estate can be time-consuming and resource-intensive. Having a professional agent streamlines the process, allowing clients to focus on their core business operations while the agent handles property searches, negotiations, and paperwork.



6 Lease Review and Understanding: Commercial real estate leases can be complex documents with legal and financial implications. An agent can review lease agreements thoroughly, ensuring that clients understand all terms and conditions before signing, preventing potential pitfalls.

7 Cost Savings: While it may seem that bypassing an agent could save money, agents can often help clients secure better deals and avoid costly mistakes. Their negotiation skills and market knowledge can lead to significant cost savings over the long term.

8 Access to Networks: Agents have extensive networks of industry contacts, including property owners, landlords, lenders, and other professionals. This network can be invaluable in identifying off-market opportunities and connecting clients with key players in the industry.

9 Risk Mitigation: Commercial real estate transactions carry inherent risks. An experienced agent can help clients identify and mitigate these risks, ensuring that their real estate investments align with their business goals.

Representation from a commercial real estate agent provides clients with a competitive edge, expert guidance, and a smoother, more efficient real estate transaction process. Whether leasing, purchasing, or negotiating, having a trusted agent on your side can make a significant difference in the success of your commercial real estate endeavors.



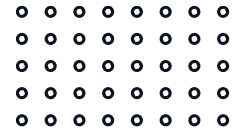
CHAPTER 6

Unsolicited Advice: What You Didn't Think to Ask

If you've made it this far, I must commend your readiness to kickstart your commercial real estate lease process. Whether you're in the early stages or have already embarked on your search, I believe that providing this information, which you might not have considered asking about, is essential. My goal is to ensure that both small businesses near and far have access to the same level of education and representation as large corporations nationwide.

I hope this book has enlightened, informed, or even demystified some of your beliefs regarding commercial real estate leases. To keep this eBook concise, I couldn't cover every aspect of leasing a commercial space. However, here are some key take aways:

1. Engaging a commercial real estate agent early is crucial.
2. Commercial leasing doesn't have to be a daunting task.
3. Asking questions is vital to avoiding costly financial mistakes.



While I understand that I may not be able to assist every small business personally, my hope is that this book inspires you to seek out and connect with a trustworthy commercial agent. If you are in the market to buy, sell, or lease commercial property, I encourage you to reach out to our offices. Our dedicated team at ARVO Realty Advisors will be more than willing to assist you or direct you to a qualified commercial real estate agent who can provide the help you need regardless of where you are.

I know you didn't ask, but this is your sign! Pick up the phone and start your commercial journey today!

Until next time, this is your unsolicited advice!

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UNSOLICITED ADVICE

The Questions You Didn't Ask About leasing
Commercial Real Estate

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