



Leasing & Tenant Representation

The Shepherd Group's approach to Leasing & Tenant Representation consists of a thorough understanding of your needs and a careful search for properties that meet your criteria. This customized approach involves more than a list of potential properties, it also includes a thorough review of several economic and non-economic factors that could affect your space decision.

The Shepherd Group approach will:

- Meet with you to discuss space needs, locations, timing, budget, etc.
- Review short-term and long-term plans
- Review current market conditions for the area(s) in which you are interested
- Meet with local government officials (where appropriate) to discuss zoning, use, development plans, traffic/road conditions, etc.
- Search for properties that meet your criteria
- Review existing tenant mix for synergies, competitors, occupancy plans, etc.
- Analyze the properties and prepare relevant summaries and comparisons including projected occupancy costs, construction estimates, site evaluation, timing and other relevant issues
- Arrange for Property Tours
- Determine which Property is the "best fit"
- Submit the offer and begin Negotiations (term, rate, timing expansion, construction, exclusivity, signage, cancellation, etc.)
- Assist with attorney selection (if requested)
- Finalize negotiations on actual contract after basic agreement (LOI)
- Provide assistance with tenant improvements/build-out, etc. (after lease is signed)

For more information contact:
Frank A. Sakelaris
630.416.3311
fsakelaris@shepherd-grp.com
www.shepherd-grp.com
500 East Ogden Avenue, Suite 204
Naperville, IL 60563

