

# Ways to Convert More Commercial & Retail Property Management Appointments

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## Property Performance

Some landlords need help with property performance, and most particularly income and expenditure. Any property of quality should have a business plan and budget to control property performance. You can offer specialized property services that help landlords get the financial and leasing matters of a property under control.

Step 1

## Sales Activity

Any property that is taken to the market for sale, could be purchased by an investor. It is relatively easy to offer commercial real estate management services to investors as they acquire another asset. Build the property management fees into the recoverable outgoings in any new lease that is negotiated and thereby the cost of management is a nil expense to landlords.

Step 2

## Leasing Activity

You can offer specialist advice at the time of lease negotiation to any landlord. Put some strategy into the rental types, the market rents, the rent review strategies and the option solutions. A good lease is generally a reflection of the skills of a specialized leasing expert or property manager.

Step 3

## Tenant Mix Strategies

Larger properties are prime opportunities for reviewing and upgrading of the tenant mix on an annual basis. Study the mix alternatives of tenant placement, rental levels, property improvements, clustering, and adjustments for expansion and contraction. Also consider the opportunities of relocation and renovation in the property.

Step 4

