

Dougall E.H. McCorkle
Premier Commercial Licensed Real Estate Broker
Senior Vice President, The Lutgert Companies



10 Reasons to Engage Me as Your Tenant Rep

1. **DEDICATION:** I will work on your behalf, not the landlord's, to locate, negotiate and secure the most appropriate location under the best terms and conditions.
2. **SAVE TIME:** Since I already know the market, I will be able to quickly identify properties that make the most sense for your business objectives.
3. **MARKET TRENDS AND CONDITIONS:** Being in the commercial real estate field day-in and day-out for more than 25 years in Florida, I am well in-sync with swings in the market that affect rental rates, special market conditions, availability and new developments.
4. **SAVE MONEY:** Having negotiated over 500 lease deals, I know how to structure leases to save you thousands or even tens of thousands of dollars by negotiating aggressive yet achievable rents and terms.
5. **INSIDER KNOWLEDGE:** Not every piece of property may be publicly known to be available. My large network of real estate professionals and owners give you access beyond normal listings.
6. **REDUCE YOUR RISKS:** A good deal is not just getting the best rent deal, but using strategies to reduce or mitigate your personal risks.
7. **TRADE SECRETS:** My leasing background has allowed me to learn nearly every trick and nuance in the book when it comes to negotiating a lease.
8. **BUSINESS SAVVY:** Being in the business world for over three decades, and my advanced business education (University of Chicago MBA), have allowed me to have a strong grasp on everything business, and I won't be bashful in giving you my honest opinion on ways to increase your odds of not only surviving, but flourishing.
9. **LOW COST:** While there are success-based commissions when engaging any real estate professional, a large portion of the fees are typically borne by participating landlords (as part of their normal course of business). Any costs you do incur will likely be offset many times over by the savings you'll get through rent negotiations.
10. **PROFESSIONALISM, PERSEVERANCE, KNOWLEDGE AND INTEGRITY!**

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