

# Client Representation

## CLIENT REPRESENTATION

The search for new space or a corporate site is a complex and time consuming

process demanding professional expertise and analysis. **RESULTS REAL ESTATE**

**INCORPORATED**'s position in the Twin Cities real estate marketplace is the result of our comprehensive, thorough and creative approach to the needs of its clients in developing this process.

**Results Real Estate Incorporated** specializes in representing tenants, users and investors in the office, industrial and retail market. We act exclusively on behalf of our clients in analyzing their specific needs; identifying opportunities in the marketplace; negotiating the best possible lease or purchase agreement; and coordinating the construction/remodeling and move-in process to ensure a smooth transition to new facilities.

**Results Real Estate Incorporated** lends its considerable objectivity and extensive market knowledge to the evaluation and search process, and we devote our full effort and resources to the project. Our representation services provide for a smooth flow of information designed toward achieving the best and desired results for our clients in the most efficient and thorough manner possible.

**SEVERAL VERY BASIC BUT IMPORTANT REASONS TO USE RESULTS REAL ESTATE INCORPORATED  
FOR MOST OF YOUR REAL ESTATE NEEDS INCLUDE THE FOLLOWING:**



1. OBJECTIVITY. Results Real Estate Incorporated acts exclusively on behalf of its client, with no bias in its collection or presentation of information relevant to the location and selection process. We are able to weed out sales “hype” from useful information, and present a factual comparison of all viable alternatives.
2. SYSTEMATIC APPROACH. Through years of representation experience, Results Real Estate Incorporated has developed a thorough and organized approach to the process of identifying and satisfying client requirements. Our representation employs a step-by-step outline of the process, and provides a schedule for accomplishing identified goals coupled with

a timetable for feedback and reporting sessions on specific dates throughout the project.

3. **PRODUCT KNOWLEDGE.** Results Real Estate Incorporated maintains a wealth of information regarding all available properties, including those proposed or under construction. Our market knowledge provides the client with the widest range of alternatives. Also, our attention to critical details of each project such as type of construction, building services, location, nearby amenities, and other factors assist the client in fine tuning its requirements.
4. **KNOWLEDGE OF BUILDING OWNERS.** A key factor often overlooked in the search for space or a corporate site is the building owner's reputation. Results Real Estate Incorporated can provide an objective opinion regarding each owner's financial strength, reputation, treatment of existing tenants, position in the market, and quality of management. We understand their method of operation from their point of view and advise our clients accordingly.
5. **KNOWLEDGE OF EXTERNAL FACTORS AND TRENDS.** Results Real Estate Incorporated strives to keep itself well-informed regarding the plans of city, county, and state government as they relate to zoning, traffic patterns, and other criteria important to location selection. Additionally, our knowledge of developer and user plans provides useful information regarding how and when specific areas of town will develop, as well as probable location of key customers and vendors within those areas. Lastly, in the past we were a database consultant to the Minneapolis Real Estate Journal providing information that other real estate companies purchase for their use.

6. NEGOTIATING SKILLS. Our history provides us with an incomparable base of expertise which is brought to bear in negotiating the financial and legal points of the final lease or purchase agreement. Further, our ongoing experience in the Twin Cities marketplace, our national contacts, and database system provides us with the most current knowledge of the true prices and/or incentives in the marketplace today. We use this information aggressively in obtaining the best deal possible for our clients.
7. NO EXPENSE TO THE CLIENT. The Twin Cities real estate market is characterized by heavy broker participation. Virtually all building owners readily cooperate with brokers, and all fees associated with the leasing and sale of property are incurred by the owners of the properties. All "In House" services outlined previously in this booklet are provided, in most instances, at no cost to our clients.
8. MINIMAL INCONVENIENCE TO THE CLIENT. Results Real Estate Incorporated assumes the role of the client in gathering and extracting pertinent information. All contact with outside brokers and building owners is handled by the representative, thus minimizing the time-consuming involvement of key client personnel in fielding calls, coordinating meetings, touring properties and so forth. Our representation service provides for an organized schedule of meetings with reports at the conclusion of each step of the process to keep decision makers apprised of relevant information in summary form, with in-depth support data as needed.
9. SERVICE ORIENTATION. Our aim is to provide the client with the most in-depth and

comprehensive service and analysis in the business. In addition to being aggressive dealmakers, we pride ourselves on providing full consultative services. Our objective is to become an extension of your firm, providing you with the expertise, analysis and alternatives you need to make the best commercial real estate decision.

10. CONSTRUCTION MANAGEMENT. Our knowledge and relationship with several highly respected construction companies enables Results Real Estate Incorporated to get remodeling or construction projects completed ahead of schedule or on time at the lowest possible cost to the transaction.