



Needs Assessment & Planning

Market Research & Analysis

Tours & Site Selection

Economic & Financial Analysis

Lease Negotiations

Purchase vs Lease Analysis

Space Planning & Design

Acquisition or Disposition

SubLeasing

Lease Execution & Administration

# Tenant Representation Services

OFFICE | INDUSTRIAL | RETAIL

There are many reasons why you should hire your own real estate broker (or an agent who may work for a broker). The broker or agent should have specific expertise in commercial real estate, and particularly in the area where you need it (for example, office space, retail space, industrial warehouse space, or Build-to-Suits, etc).

As a Tenant Representation Specialist we represent our clients to the fullest capacity by addressing the client's need requirements and we are there every step of the way until the transaction is completed. We have represented numerous tenants in their search for commercial space throughout South Florida.

In summary, we want to provide services to Companies looking for space or additional locations. We will find the perfect facility to be a Tenant in. We also help companies that want to build or buy and existing facility for their own needs.



The Olschansky Group, LLC

Commercial Real Estate Specialists

# Tenant Representation Process Model

## DEFINE REQUIREMENTS

The Olschansky Group begins with a Tenant needs analysis and makes an initial selection of properties considering multiple factors

## MARKET SURVEY

Our firm conducts a survey to identify available properties that meet the clients objectives.

## SITE SELECTION

Based on the market, the client selects a number of properties for a tour.

## OBTAINING PROPOSALS

We create a Request for Proposal that reflects the client's needs. Next, we gather response proposals from various Landlords outlying the terms of the transaction.

## COMPARATIVE ANALYSIS

We prepare a comparative and economic analysis that evaluates all pertinent leasing and economic factors.

## REFINING PROPOSALS

When the location is selected, we negotiate lease terms, like improvement allowances, options, rental concessions, and other terms of the deal.

## LEGAL REVIEW

Even with outside or Corporate counsel involved, we remain active throughout Lease negotiations to facilitate the process.

## BUILD-TO-SUIT

Our firm coordinates and recommends architects, general contractors, or any other professional services helping the client throughout the process.

## FOLLOW UP

We address renewals, expansions, and any other future needs of the client even after the transaction is completed as their in-house commercial real estate advisor throughout the Lease term.

# Professional Leasing Experience



## Curtis L. Olschansky



Curtis L. Olschansky joined the Newman Realty Group, Inc., in 1988 as a leasing agent to focus in the Palm Beach and Broward County markets in the Office, Retail and Industrial sectors before going out on his own and establishing The Olschansky Group, LLC.

He demonstrated his success in leasing, selling and marketing by being honored as the firm's "Rookie of the Year" in 1989, and in 1994 was promoted to Vice-President. Curtis has since continued to establish himself in the industry as a professional and a specialist in his field.

We look forward to being the "in-house" Commercial Real Estate Advisor addressing all the client's needs until the transaction is complete.

## Contact Info

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## Clients

MetPath Labs a Division of Corning  
United Rentals  
First Union  
John Hancock Life Ins. Co.  
Shendell & Pollock, PL  
Boca Systems, Inc.  
Holiday, Fenoglio, Dockerty & Gibson  
The Rosen Group  
BodyLogicMD, Inc.  
Kaufman, Rossin & Co.  
Ellis Law Group, PL  
Shraiberg, Ferrara & Landau PA  
Dunhill International List Co  
CleanNet USA  
New Covenant Church  
Trendium, Inc.  
Asthma & Allergy Assoc.  
Wendy's International

Additional Representations and References upon request.



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