



EXCLUSIVE RIGHT TO REPRESENT TENANT

Features	Benefits
Single point of Contact	One representative provides Tenant with accountability and continuous communication
Fiduciary Relationship	Engaging single representative contractually establishes a relationship of trust and integrity (Broker is solely responsible and accountable to the Tenant only and becomes your Advocate)
Broker helps create a competitive Negotiation	Broker will establish an auction like environment to keep potential Landlords competitive
Reputation of Broker for History of Successful Deal Making	Broker reputation for fair negotiating means success for Tenant and helps establish a good Tenant/Landlord relationship during its occupancy
Access to extensive shared market knowledge including available spaces, owner relationships, recent deal terms and changing market conditions	Broker Knowledge and relationships with owners and other Brokers gives Tenant negotiating edge which Tenants do not have as Tenant is not in the Market on a daily basis
Team with Tenant, Legal Advisor, Architect and Broker establishes parameters for all Tenant needs upfront	Teaming helps drive the Process to a closed deal. Choosing a knowledgeable Attorney and Architect who are consistently in the Market leads to better results and a smoother transaction without costly missteps
Broker negotiating terms allows Tenant to remain neutral	Allowing Broker to negotiate keeps Tenant from being the antagonist which will help keep Landlord / Tenant long term relationship solid
Time savings to Tenant	Broker and the Team does 90% of the work which allows the Tenant to focus on its business
No expense to Tenant	Broker's compensation is typically paid by the Landlord
You are represented	Since most owners are represented by a Broker team which supplies market data why shouldn't you have the same advantage?
See more of the Market	By Connecticut State Law we can only show you Pyramid listings if you are not a signed up "client". When you sign up as a client we can show you more of what is in the market.
Full Attention	Brokers are commission only paid salespeople – they focus on projects that have a higher likelihood of a paycheck. They can't afford to waste their time and then find out another broker helped you. By signing up you will get their full attention.