



EXCLUSIVE RIGHT TO REPRESENT TENANT

| Features | Benefits |
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| 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. |