

## AN EXCHANGE OF VALUE

How important to your business is finding the right space at the right price? Optimal Spaces can save you tens to hundreds of thousands of dollars by finding the right space in the right condition and negotiating hard on your behalf.

We provide this value because we at Optimal Spaces are *Tenant Brokers*, only representing commercial tenants, not owners or landlords. By contrast, managing agents and most commercial brokers are “landlord agents” representing the interest of owners. Their goal is to market and lease their clients’ properties with the best possible terms for the owners. Thus, they will neither show you as broad a selection nor push to get the best price, since their loyalty is to the landlord.

Our Optimal Spaces agents will typically show you a broader range of properties and offer you a broader range of important services than a managing agent or commercial broker will. From delivering initial research, to obtaining floor plans, to negotiating price, to closing the deal: Optimal Spaces walks you through the process from start to finish. Upon entering your new space, it will look the way you want, all at the price you agreed to spend. In addition to negotiating the best price, we will reveal and abate many “hidden costs” to you. Unlike most brokers, we do not have a hidden agenda. We will show you all available and pertinent spaces while safeguarding your interests throughout the process. Because of the costs associated with providing you unlimited access to our full array of services, we ask in exchange that clients sign an Exclusive Brokerage Agreement. This allows us to plan appropriately for assisting you with every step of the process. Please note that without an Exclusive Brokerage Agreement, we *will* still work with you. In that case, our work will be done on a time permitting basis with limited access to our services.

At Optimal Spaces, we have over 20 years of real estate experience working for you. We will get you the best rate because this is all we do. Click here <http://www.optimalspaces.com/testimonials.html> to see a list of our clients and their testimonials.

### WHAT YOU CAN EXPECT FROM OPTIMAL SPACES

Consult	Non Exclusive	Hourly	Exclusive
Space analysis	Yes	Yes	Yes
Market Conditions	Yes	Yes	Yes
Business Consultation	Yes	Yes	Yes
Space listings	Yes	Yes	Yes
Preview	As time permits	Yes	Yes
Get full description as to current condition, floor plans and negotiating factor	As time permits	Yes	Yes
Packaging so your offer is accepted and best price and terms obtained	Yes	Yes	Yes
Access to rolodex for lawyers, architects and movers	As time permits	Yes	Yes
<b>Attention</b>	<b>As time permits</b>	<b>Yes</b>	<b>Full service</b>
<b>Cost</b>	<b>None when renting</b>	<b>Depends on level of experience</b>	<b>None when renting</b>