

## lease negotiation

*updated February 2008*

### The 10 Step Guide to Tenant Lease Negotiation

1. Get an agent who represents YOU, not the landlord.
2. Know when to begin lease renewal negotiations
3. Hidden costs in office leasing
4. Don't be fooled by "standard" terms
5. Critical office leasing factors besides the rent
6. The special issues of sub-leasing office space
7. Without office leasing options, you are a prisoner
8. The importance of building management in office leasing
9. How to select the right office location for you
10. The Pros and Cons of buying or leasing office space

For a more in-depth discussion of 10 Steps to Tenant Lease Negotiation and learn more how Trillium Realty Advisors LLC can serve you, call us today at 609-466-0400.

Trillium delivers all the benefits of large company discipline but with small company entrepreneurial advantages.

