

Client Situation Analysis Chart

Situation	Solution	Services
Expanding Office ▶	Acquire new space in existing building <i>or</i>	Negotiate with current landlord
	Identify and acquire space in a new building	Acquisition advice
Downsizing or Contracting Office ▶	Sublease / Surrender part of existing space <i>or</i>	Negotiate surrender / sublease
	Surrender existing lease and acquire new space	Acquisition advice
Lease Expiry ▶	Acquire new space <i>or</i>	Acquisition advice
	Renew lease	Re-negotiation of lease terms
Overpaying ▶	Achieve lower rent <i>or</i>	Re-negotiation of lease terms
	Surrender existing lease and acquire new space	Negotiate surrender / sublease
		Acquisition advice
Space or landlord unsatisfactory ▶	Terminate current lease	Negotiate early termination with current landlord
	Acquire space in new building	Acquisition advice
Achieve flexibility in space ▶	Negotiate expansion / early termination / contraction option	Negotiate with current landlord
Consolidate offices ▶	Acquire new space <i>and</i> surrender / sublease existing leases	Acquisition advice
		Negotiate surrender / sublease
Own property – need to free up capital ▶	Sale and lease back	Identify and negotiate the transaction with investor