



Mar 11



STRATEGIES FOR WORKING WITH SMALL TENANTS



Getting and keeping quality tenants in today's global commercial and retail real estate arena is more of a struggle than ever before. While small tenants (under 10,000 square feet) often are the mainstay of office buildings, industrial properties and retail centers, they also can pose specific challenges. "Strategies for Working with Small Tenants," provides practical, "how to" techniques to help real estate professionals at all experience levels partner with these tenants to create overall synergy and value for a property.

Shannon Alter, CPM
Alter Consulting Group

Seminar participants will come away with proven methods to keep their small tenants in place and techniques to prepare for any eventual vacancies. They also will benefit from valuable lessons and real-life examples they can apply to their own properties, including:

- How to find and keep good tenants and strategically fill vacancies.
- What to do when tenants ask for rent relief or try to negotiate lower rents
- Signs indicating that a tenant is headed for trouble
- How to make the most of tenant mix and synergy
- Much more.

**** Shannon will be using her book: *IREM Strategies for Working with Small Tenants***
You may pre-purchase the book. A limited additional supply will be available at the event.

Ala Moana Hotel
Hibiscus II
8:00am Check-in
8:30am Breakfast & Program

Prepaid Reservations
\$25- Members
\$30 Non-Members

Walk-ins, Payments at the Door
& Reservations after deadline
\$30 Members
\$35 Non Members

No Shows will be billed

Mail Registration & Payment
IREM
P. O. Box 4577
Honolulu, HI 96812

Phone:
536-4736

Fax:
1-866-259-0165

Email: iremhawaii@gmail.com
\$6 Validated Self Park/\$25 Valet

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IREM Hawaii Chapter P O Box 4577 Honolulu, HI 96812
Ph: 808-536-IREM(4736) Fax: 1-866-259-0165 Email: iremhawaii@gmail.com