

Let's chat about **Tenant Representation**

We know how to reach the right people, and represent our clients'
best interest to get deals done.

CONTACT

Max Miller // Manager, Marketing + Brand Strategy

Maxwell.miller@chutegerdeman.com

+1 614.212.5130

CONSULTASG.COM

CHUTGERDEMAN.COM



PRACTICE OVERVIEW

TENANT REPRESENTATION

We're Your Brand Advocate

We're truly an extension of your brand, not an outsource. When we work for you, we're working with you.

Business is better when we're working together, which is why we stay in close contact through every phase of deal negotiations and structures.

Establishing Plans That Drive Actions

Every retail dream starts off with a plan. For us, we enjoy the science and the art of real estate deal making. We begin each process by building an initial roadmap. This gives us the chance to set goals and stick to them.

Our partnership is more than a transaction. We work with your brand to understand the customer, the financials, and important brand attributes to help develop the go-to-market strategy.



PRACTICE OVERVIEW

TENANT REPRESENTATION

25+
YEARS
OF ONGOING
RELATIONSHIPS

\$13.5M
IN SAVINGS
NEGOTIATED
IN 2020

Relationships That Make a Difference

Best outcomes are driven by relationships and credibility. It's a competitive landscape in retail, especially in real estate. Fortunately, we're experts in this realm, with decades of experience and key relationships.

We know how to reach the right people, represent our client's best interest to get deals done, and maintain those critical relationships.

Executing Your Brand Vision

Your brand's ROI is our ROI.

We do whatever it takes to make sure your brand experience is in the best situation possible. We take a creative approach to deal negotiations and structures to help assure your brick & mortar aspirations.

We pair each location and deal with proprietary insights, backed by world-class data & platform technology, ASGedge.

THE PROCESS

TENANT REPRESENTATION

① STRATEGIC APPROACH

Where we pair data and inspiration with the plan. We use world-class insights to help inform and empower our real-estate location strategy and consumer target base.

② LANDLORD RELATIONSHIP MANAGEMENT

We hold steady as a direct line of communication, maintaining critical relationships and representing your brand both confidently and confidentially.

③ SITE SOURCING/TOURING

Our collaborative process opens the door for your team and ours to work together in sourcing the next breakthrough location(s).

We leverage our relationships to give us unique market access. As an extension of our partners, our studio will physically tour locations and select retail markets to get “boots on the ground.”

⑤ PRE-OPENING

We're here at every step, facilitating dialogue with attorneys, architects, engineers, contractors, and more. It's key to ensuring a smooth process.

④ NEGOTIATIONS

We do whatever it takes to get a deal done. We take a creative approach to the structure of our deals and negotiations with landlords, ultimately bringing you closer to the space of your dreams.

EXPERIENCE

TONAL

LOVESAC



**Buckeye
Corner**



Lasik*Plus*+

purple®



EXPRESS

- 01** Maximize ROI
- 02** Flexible expense structure
- 03** In-house approach vs brokerage mentality
- 04** Trusted partner
- 05** Marries strategy with execution
- 06** We see macro trends thru dozens of deal insights

why we're
different.

your brand's

ROI

is our ROI

**relationship
experts**

*who know how
to reach the
right people.*

imagine what we can do
together.

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