

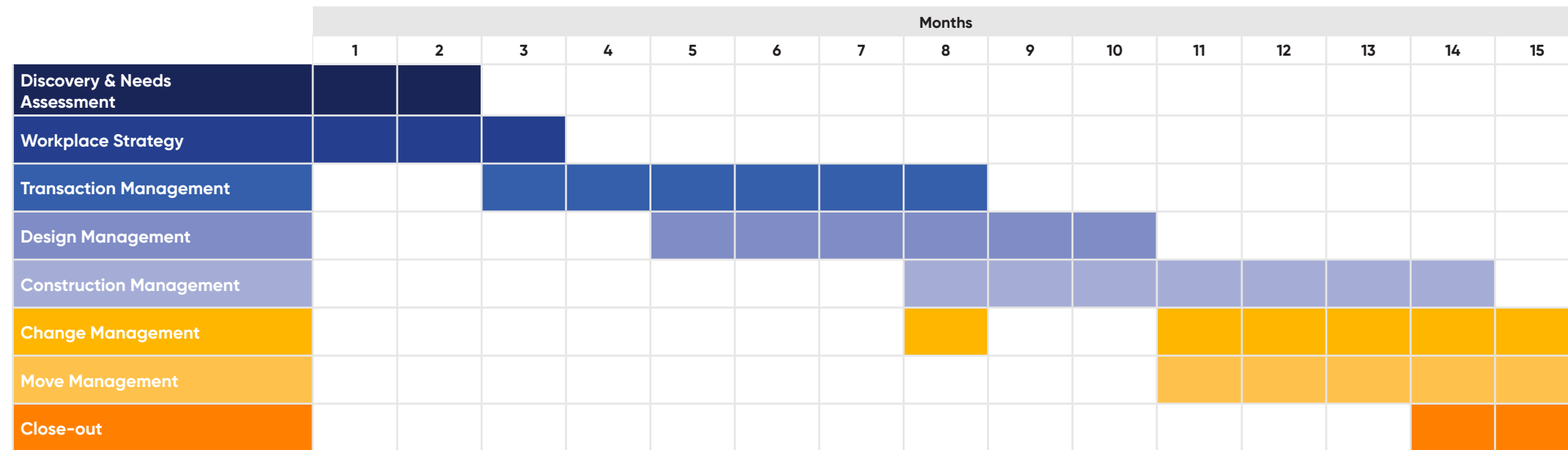
# Considering a Relocation?

## It's Time for a Change of Scenery

Whether your organization is expanding, contracting or moving to a different city entirely, relocating an entire workforce can be overwhelming. Navigating site selection, negotiating lease terms, preparing employees for the transition and ensuring construction remains on time and within your anticipated budget requires vigilant planning, quality control and industry expertise.

As the largest occupier-centric commercial real estate firm in the world, we make it our business to understand real estate life cycles, the competitive landscape and economic behavior from the occupier's point of view. Our seamless integration of transaction managers, project managers, workspace specialists and other multi-disciplinary resources empowers you to make informed business decisions with unbiased representation. We'll help guide you through the details of planning your long-term real estate strategy and supply solutions that reduce costs, improve operations and enhance the performance of your workforce. Our team is committed to you throughout the entire process, never handing off responsibility or accountability.

## Optimal Relocation Process Timeline



## What's Involved



### Change Management

The most frequently overlooked project risk is the impact of change on people, and the management of that is paramount. Our team will collect data to develop change management strategies that communicate the purpose of any change in your workspace.



### Transaction Management

Your organization's real estate model is a complicated, multi-faceted expense that ranks high on your P&L sheet. Our professional advisors will help you make smart decisions based on optimal outcomes that align with your long-term business objectives.



### Project Management

Project managers provide the greatest value to clients when involved from the very beginning of the process. Our team will oversee it all, leaving you free to concentrate on your core business. Additionally, Project Management can execute Move Management, ensuring your relocation happens seamlessly.

## Downsizing

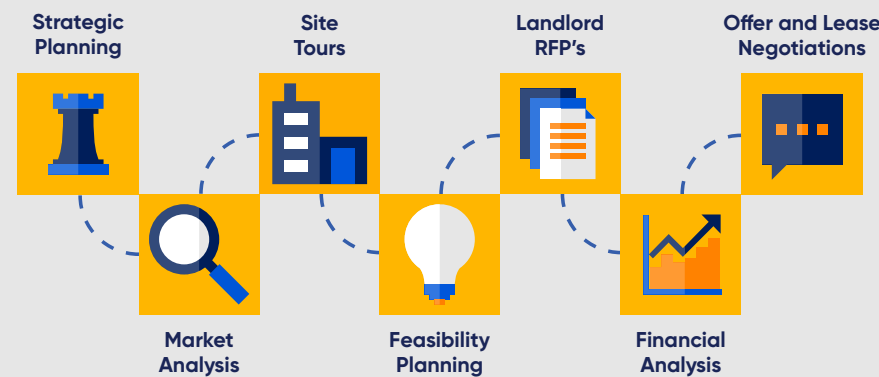
In the event that your business is reducing its headcount, is seeking a smaller footprint per person or is expanding its work-from-home policy, you'll likely want to consider shifting your brick-and-mortar business model to reflect a more efficient space.

Our workspace specialists will help you define a set of value criteria to determine Key Decision Drivers. The weighted ranking of the criteria from stakeholders helps drive the strategy for evaluating potential buildings and developing space plans.

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## The Acquisition Process

Your long-term business objectives will drive decisions about your real estate strategy. Through a meticulous process of planning, market research, due diligence and negotiations, we'll help you come to an informed decision about where your workforce and operations belong.



## The Disposition Process

In the event that you have excess space, our advisors will tap into their potential buyer/user community networks and investment banking, marketing and financial specialists to effectively sell or sublease it.

