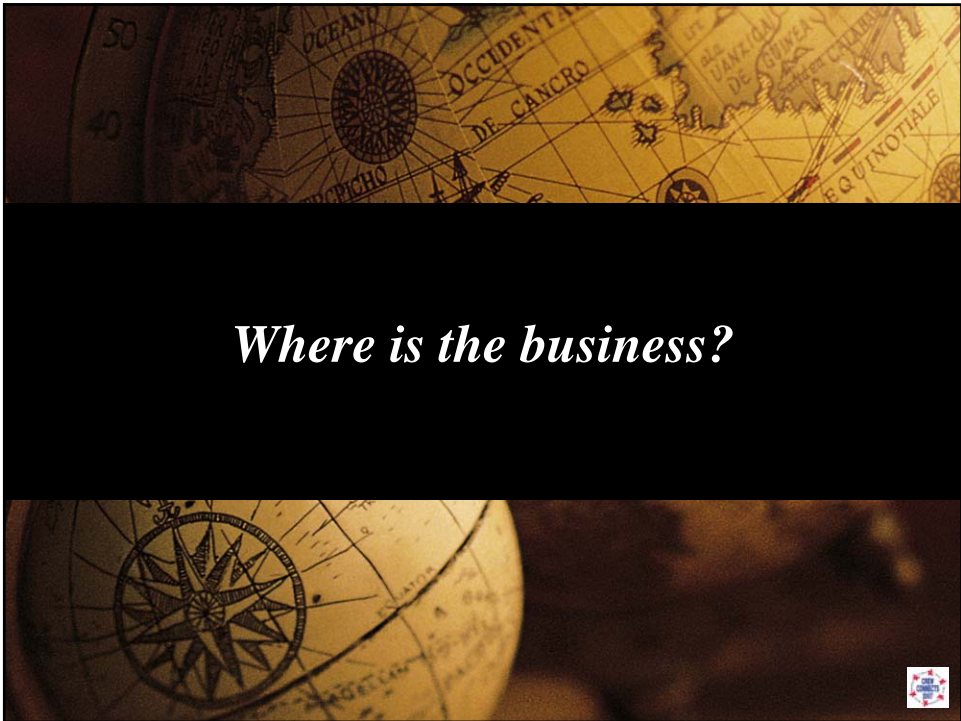





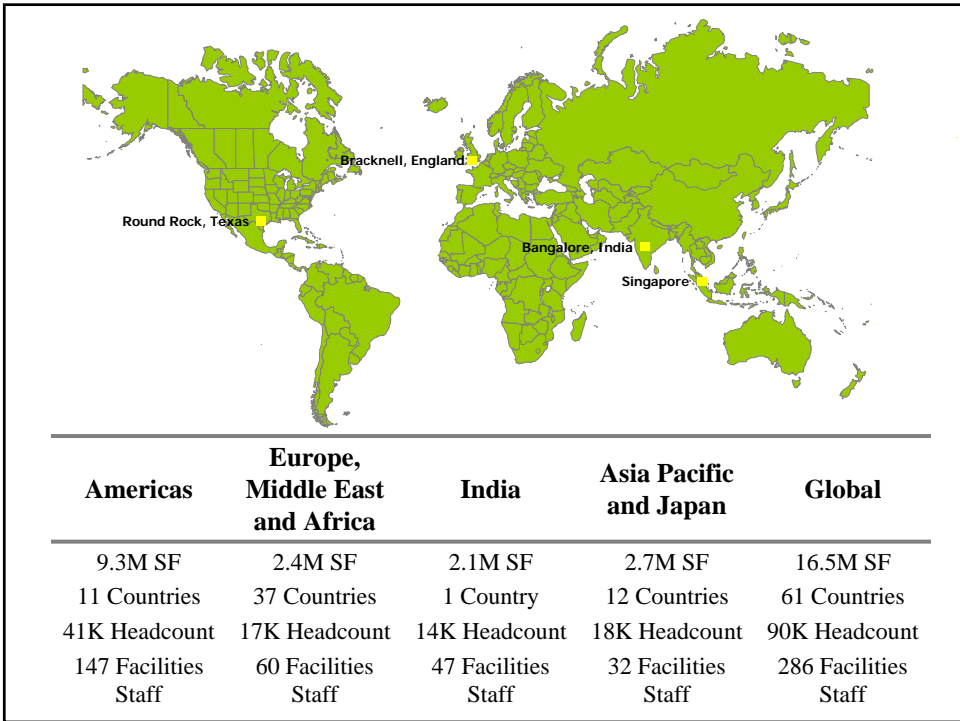
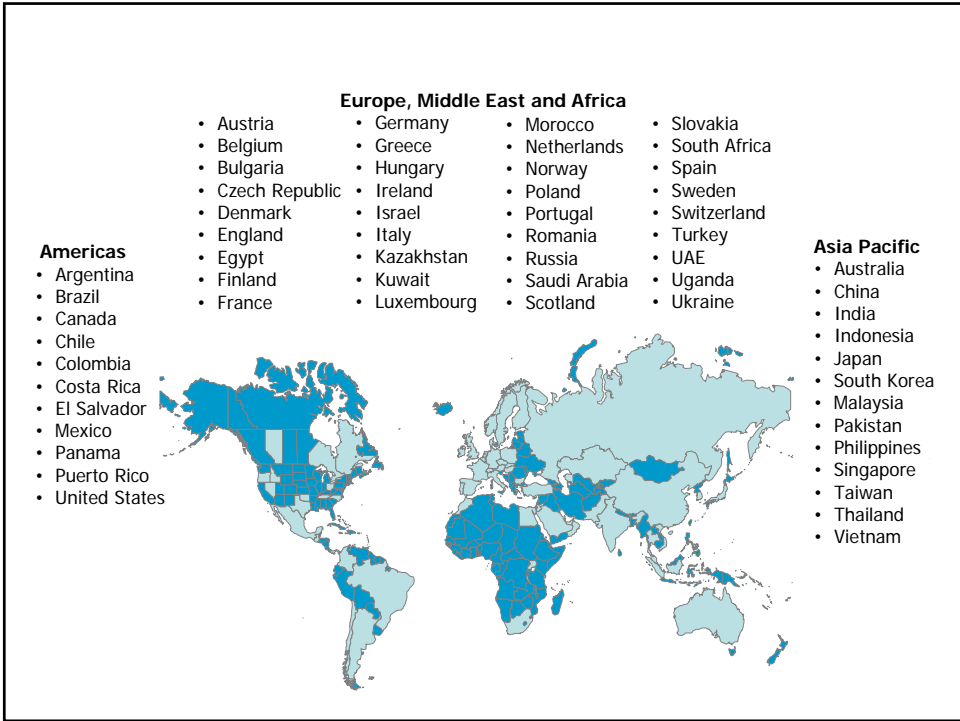
Managing Worldwide
Corporate Real Estate
from Austin

Friday, April 13, 2007
Omni Austin Hotel



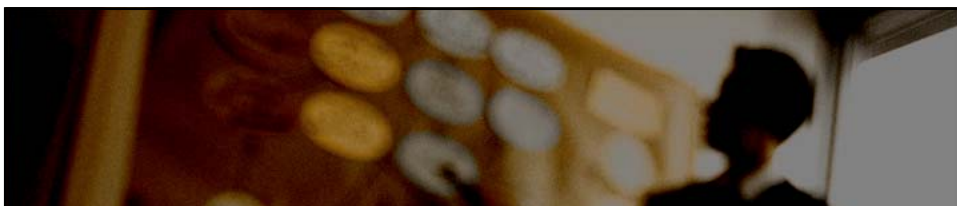
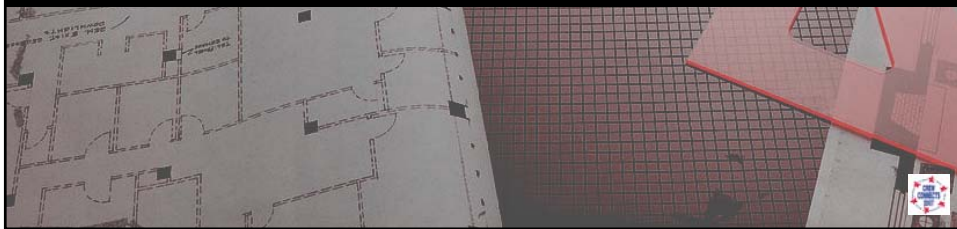
Where is the business?







*If you want the business
respond to the RFP.*



*Understand the company's
processes (outsourced vs.
internally provided)*





Get a seat at the executive table and talk about the money.



Listening to a client is time consuming but necessary to achieve goals and find solutions.





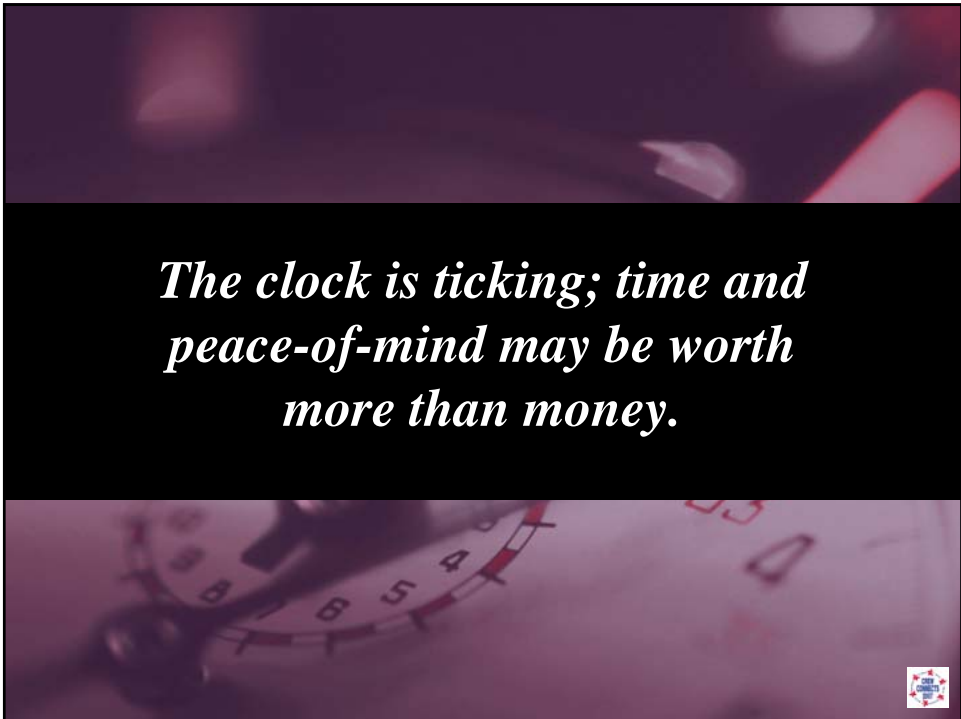
*Work with your competitors to
put the company's interests first.*



*If you want the business, be
innovative and creative.*



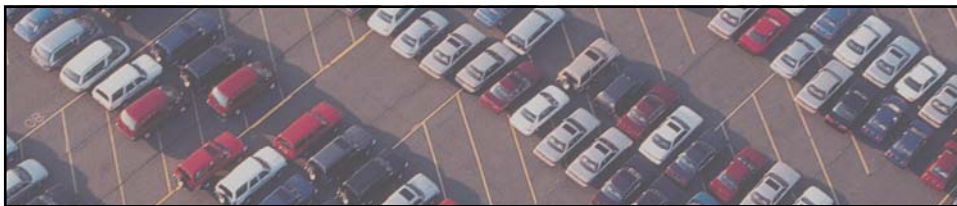
*If you want the business
respond timely.*



*The clock is ticking; time and
peace-of-mind may be worth
more than money.*



*Property and lease needs change.
Stay loose, be flexible.*

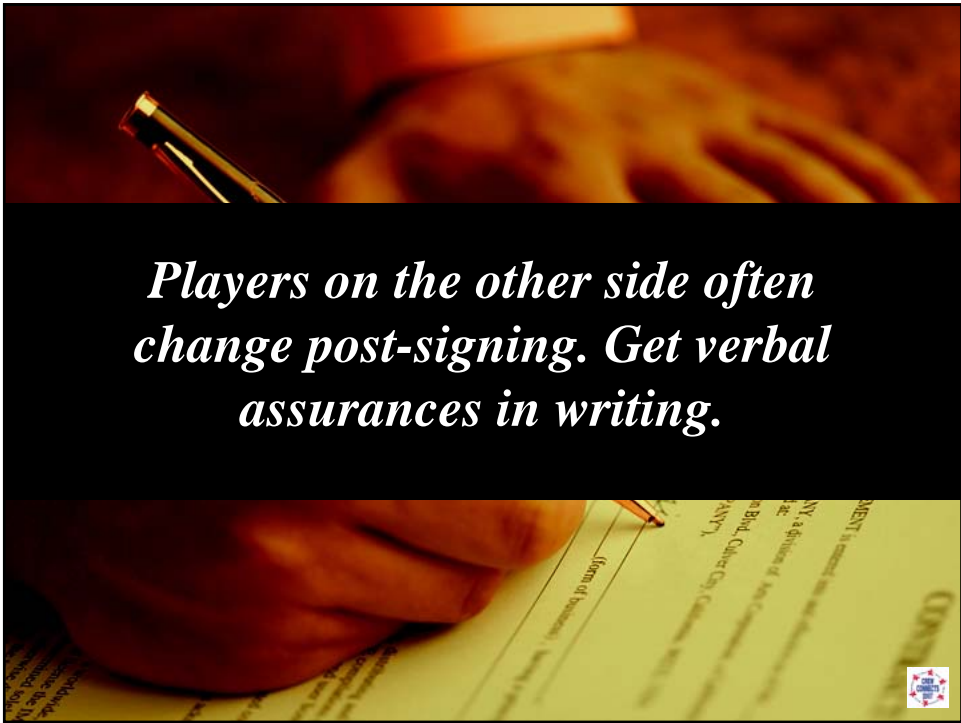


*You have to park
the cars somewhere*





*Public relations are important –
consider initiatives for green
energy and mass transit.*



*Players on the other side often
change post-signing. Get verbal
assurances in writing.*



*Whatever you do to the property,
you'll probably have to undo when
you leave.*



*Keeping secrets from everyone is
futile, so watch out for
nondisclosure agreements. They're
legal landmines.*



Managing Worldwide
Corporate Real Estate
from Austin

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