

PAUL MENDEL



32 years representing companies in their office space searches and lease negotiations. Over 800 assignments completed.

My fee is paid by office building owner.

CONTACT

Richard Bowers & Co.

260 Peachtree St.
Suite 2500
Atlanta, GA 30303

pmendel@rbmanagement.com

(404) 787-7967

<http://www.linkedin.com/in/paulmendel>

www.richardbowers.com

NOTABLE LONG-TERM CLIENTS WITH MULTIPLE ASSIGNMENTS



PROFESSIONAL ARTICLES




① "Ten Demandments of Office Leasing"

② "Be A Baseball Manager To Retain Office Building Tenants"


BUSINESS LEADERS WHO WIN WITH ME:

A



Company looking for a first-time office.

B




Looking to downsize.

C




Company exploring expansion opportunities

D



Considering whether to renew or relocate

E




Renew lease but wants to renegotiate their terms and rates

F



Company looking to take advantage of what is now a tenant's office market to save money or obtain space in a higher quality building with more amenities.

G



Reconfigure layout

H



Explore buildings with upgraded air quality

MY PHILOSOPHY

"I act as if I am the head of your company's real estate department." Meaning, I take the time to understand your industry you compete in, the current state of your company, future plans, challenges, opportunities and threats. I want to know your company culture and how you plan to use the office.

KEY STEPS I APPLY TO EACH PROJECT

Interview Client: Obtain key knowledge of needs and objectives of client through detailed interviews.

Market Survey Booklet: A detailed survey showing buildings that fit the client's parameters including building picture, floor plans, building amenities, map location, pricing, parking and landlord concessions.

Market Tour: A visit to selected office buildings.

Space Planning: To ensure any buildings on the "short list" have space that can be configured to tenant specifications.

Analysis: Submit customized Requests for Proposals to landlords. Analyze the economics of each offer through spreadsheet modeling. Manage tenant improvement construction bidding and reviews.

Negotiations: After analysis, negotiate terms, options and economics to include rate, escalations, pass throughs on expenses as well as landlord concessions.

Lease Review: Ensure all business terms are accurately represented.

After Lease Execution: Manage the tenant improvement construction to ensure the buildout is being performed correctly and on time until certificate of occupancy is obtained. Assist client on move-in procedures with landlord.