

Insider's View To Corporate Real Estate

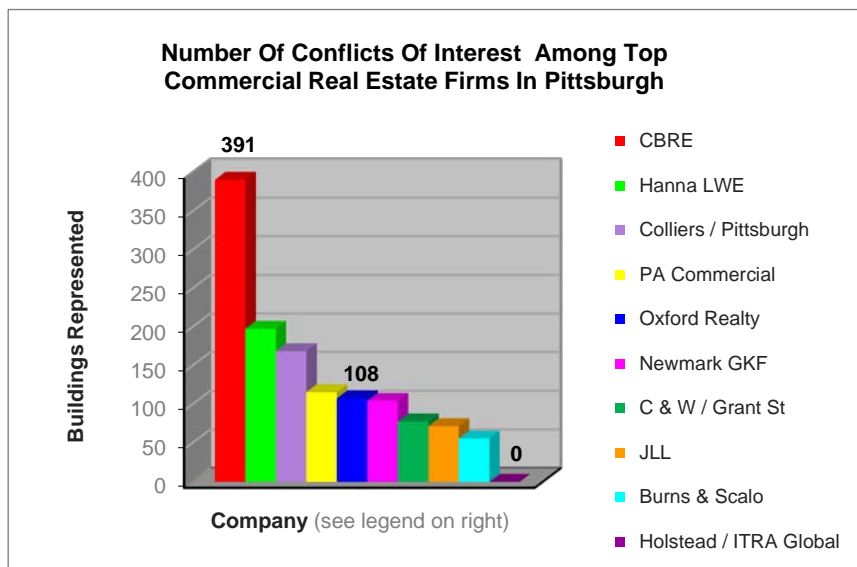
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The Secret The Landlord's Representative Won't Tell You!

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If your company needs an attorney, will you hire the same lawyer as the company against whom you file suit? Of course not! Yet surprisingly, some companies still enlist a tenant representative whose firm is already obligated to act in the best interest of their landlord. This is known as dual agency and it is very beneficial to the tenant representative's company which receives a double commission. However, dual agency is costly to the tenant which gives up the benefit of having an advocate. To resolve this, enlist a conflict free tenant representation firm and add to *your* company's bottom line.



Source: CoStar

About the Author

Carrie S. Holstead is the Founder, President and CEO of the longest established tenant representation firm in Pittsburgh, Pennsylvania, and Chairman Emeritus of ITRA Global with experience in nearly 300 markets around the world. She was honored as a Woman of Influence by *Real Estate Forum Magazine* in 2015, and is the acclaimed author of the monthly *Insider's View To Corporate Real Estate*. If your company needs to expand, contract, merge, relocate, or renew an office lease(s), locally or globally, contact Carrie Holstead at +1 (412) 255-3737. To receive the *Insider's View To Corporate Real Estate* electronically, sign up at www.carrieholstead.com.

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