



Bill Doumar presents

# Commercial Real Estate

news and more

## Hello!

This issue of *Commercial Real Estate News* is being sent to you courtesy of

*Bill Doumar*

It is my way of saying that you're important and that I truly value your business. Please feel free to pass this newsletter on to friends and business associates.

## Funny Bone

### *The secret life of cats*



### *Ever wonder what your cat is thinking?*

Maybe it's something like this . . .

- "I could have sworn I heard a can opener."
- "What's with that irritating noise humans make with their mouths?"
- "Why doesn't the government do something about dogs?"
- "No, really, that's a can opener."
- "How come they make tuna flavored cat food and chicken flavored cat food, but no mouse flavored cat food?"
- "“This looks like a good spot for a nap.”"

## How to Successfully Negotiate Commercial Real Estate Leases

This is a time when, as compared with several years ago, leasing has been representing a higher percentage of the overall commercial real estate transactions consummated within the marketplace. With this in mind, when you're negotiating a lease, here are some guidelines that can help you negotiate even more successfully...and a number of these recommendations will work effectively when working on sale transactions also.



Probably the most important factor involved in you successfully negotiating your lease, is creating the feeling within the people on the other side that you're a fair and reasonable person to do business with. Many times you'll never actually meet the people you're negotiating with, so you need to convey to them through your own style of negotiating that you're fair and reasonable and someone they'll want to work with. And how will you accomplish this? By being fair and reasonable in what you're asking for, and in being congruent in your actions at all times throughout your negotiations.

What's fair and reasonable will vary from transaction to transaction, and let's face it, in today's economy it's now more reasonable for tenants to be asking for more than they were asking for several years ago. But the point here is that you don't want to convey to the other side that you think you have them on the ropes, and that you want to extract a pound of flesh from them whenever possible. Having this kind of negotiating style just gets people to want to walk away from the table and not do business with you.

And along these same lines, if you have an attorney involved in the negotiations, make sure you have an attorney who doesn't lead with wanting to launch missiles at the other side...and make sure they're an attorney who's a commercial real estate specialist. Otherwise you'll have someone negotiating for you who's not really an expert in commercial real estate, but they'll end up trying to convince everybody else that they really are one. And this usually gets in the way of your negotiations with the people on the other side of the transaction. (Hint—If your attorney insists on crossing out a lot of paragraphs in a standard lease form, they're probably not a commercial real estate specialist.)

In addition to you being fair and reasonable yourself, you need to be congruent in your negotiations, too. Don't ever agree to do something with the other side, then tell them you've now changed your mind and you're not willing to do it. How do you feel when someone does something like this to you when you're negotiating with them? Doesn't it make you lose your interest in wanting to do business with them? So just recognize that this is the way you'll make others feel, too, whenever you're doing something like this to them.

And in closing, when you're negotiating you need to understand what's important for you to accomplish, and what's important for the people on the other side to accomplish also. Know where you're flexible, and get an understanding of where the other side is flexible, too. The better you understand how to get what you want while providing the other people with an agreement that will work for them, too, the more successful you're going to be in your negotiations.

## Mirroring Personal Styles For Maximum Effect

We humans are unique in so many different ways, not the least of which is how we behave and interact with those around us.

What is particularly interesting about our different communication and behavioral styles, however, is that by understanding our own and those of others, we can effectively mirror them to create bonds in all kinds of situations.

Whether we are trying to win a new client, making a sale or being interviewed for a new job, adjusting our personal style to match that of the other person can give an impression of having something in common, which instantly puts the other person at ease.

Although our personal styles are very individual, they basically boil down to fitting into one of four categories: Analytical, Driver, Amiable, and Expressive. Here are some of the main traits of each style:

- Analytical – Conventional, systematic, organized, cautious, slow to make decisions, introverted, happier to work alone
- Driver – Goal-oriented, focused on results, competitive, risk-taking, independent, decisive, opinionated
- Amiable – Friendly, supportive, sympathetic, trusting, dislikes conflict, hates taking risks, good team player
- Expressive – Confident, assertive, outgoing, dislikes detail, emotional, restless, optimistic, prone to monopolizing conversations

A subtle move in the direction of another person's personal style is almost unnoticeable at a conscious level, but it can make a world of difference in whether two people "click" or not.

## Find Yourself A Mentor

Whether you have just started your first job after graduating from high school or college, have just changed employers, or have been in the workplace for years and want to give your career with your current employer a kick start, a mentor could steer you in the right direction.



In a classic mentoring relationship, a more experienced or knowledgeable person takes someone who is less experienced or knowledgeable under his or her "wing" to assist the less experienced employee with their professional (and sometimes personal) development. The idea behind mentoring someone is to maximize their potential in the workplace and to develop their skills and abilities; they receive guidance that is usually based on the mentor's own personal experience.

Although it is tempting to think of mentors as being teachers or trainers, and although there is indeed much to be learned from them, their roles are actually more about listening and offering encouragement and support. By understanding what your goals are and what you are hoping to achieve, a mentor can help to keep you on track and will often enable you to reach your objectives more quickly.

Mentoring relationships, providing that they work out, are not normally short-term ones. So, in choosing a mentor, it is important to find somebody who you admire and respect and with whom you get along personally. Since you're going to spend a good deal of time with this person, choosing someone with whom you don't connect will not help serve your needs.

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## All Praise The Humble Coconut

Anyone who has either read the book or seen the movie *Papillon* will surely be familiar with the health benefits of the humble coconut—the "super food" that was smuggled in and given to the main character (by a fellow prisoner) during his incarceration on Devil's Island.

The coconut is commonly found in most countries in its "mature" form (with a tough, brown and hairy shell), and its meat, juice and oil offer a wide range of nutritional and health benefits that include everything from lowering cholesterol to reducing the risk of heart disease, promoting weight loss or helping to maintain a target weight, boosting energy levels, increasing the metabolic rate, and preventing wrinkles. Because coconuts contain lauric acid, a powerful antiviral and antibacterial agent, it is also believed that they are valuable when it comes to preventing routine illnesses and boosting the immune system.

Containing carbohydrates, protein, dietary fiber (which helps prevent constipation), natural sugars, calcium, iron, zinc, magnesium, potassium and a whole host of vitamins, the coconut is a real powerhouse that can be safely added to most people's diets, although those who are allergic to other types of nuts or to latex may experience a reaction that could include anaphylaxis. Not only are coconuts delicious when eaten as a "fruit," but they also add their own special flavor when used as an ingredient in cooking.

# Avoiding Office Cliques

If there's one thing that employers hate, it is office cliques—they are bad for morale, interfere with productivity, and are often the source of the kinds of discrimination and prejudice that lead to victimization and harassment.



Cliques, by their very nature, are exclusive. In some cases, they might exclude on the basis of gender or race, while in others it might be on the basis of team or department. Some cliques even exclude people who don't smoke, drink coffee, watch a particular TV soap opera or eat at the staff canteen. Regardless of their qualifications for becoming a member, however, one of the main things cliques are all guilty of is not sharing. Cliques tend to keep everything to themselves, either withholding critical information or, worse still, miscommunicating it to "outsiders," a behavior that commonly leads to errors, duplicated effort and missed deadlines. What's more, cliques often withhold resources, too—both physical resources and more esoteric ones, such as any help and support they could provide.

Workers who allow themselves to become part of a clique can soon find themselves with the wrong kind of reputation; in addition, they can also cut themselves off from opportunities within the workplace. By failing to mix with others in the organization, they never get to hear about—or take advantage of—chances that would help them move their careers forward. What might at first seem like a comfortable place to be could well lead to a professional dead end!

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# The Importance Of Exercise

Given the mainly sedentary lifestyles that we lead these days, the health care professions are quick to remind us of our need to engage in regular exercise. Every year that goes by results in more and more reported cases of heart disease and obesity, and with most of us spending a good part of our day sitting at a computer, the problem is unlikely to improve without decisive action on our part.

Exercise, though, is not just essential for us to maintain (or reach) peak physical health—it also benefits our minds and spirits. When we exercise, endorphins (the body's natural painkillers) are released, and not only do they reduce pain, they also create feelings of well-being and euphoria. In fact, the feelings are sometimes so intense that people experience a "mini high" after an exercise session. Although it might feel like the last thing you want to do if you're feeling low, exercising actually acts as a tremendous tonic while providing you with lots more energy.

As we get older, and particularly once we are in our 50s and beyond, our energy levels can really plummet and weight gain can often be a problem. Exercising regularly at this time of our lives, therefore, is particularly beneficial—especially when you remember that despite the increased incidence of heart disease today, our life expectancies are longer. Who wants to live out their final years feeling fat, unhealthy and miserable?

# Financially Speaking

## Making Your Vacation Funds Stretch Further

Cash might be tight at the moment, but after working hard all year, the idea of dispensing with the annual family vacation may well be too much to bear.

So is there any way that you can still take that getaway without breaking the bank?

Here are a few tips to help your vacation budget stretch a little further.

1. Vacations in your home country aren't necessarily cheaper, so check out the options abroad.
2. Booking well in advance or last-minute often means better deals.
3. Flights and package holidays booked online are almost invariably cheaper, so research well.
4. Booking flights and accommodations separately can sometimes result in better deals, so don't just automatically go for package deals.
5. If you do decide against a package deal, look at the cost of booking outbound and inbound flights separately, as these can sometimes work out cheaper than round-trip flights.
6. When eating out during a vacation, choose places that are set back from the main tourist areas. In many cases, you only need to be a street or two away to get much cheaper prices, and often better food!
7. Haggle. Many countries are suffering during the current recession, and hotel and store owners are often prepared to accept lower prices rather than not make a sale at all.

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**Are you thinking of buying or selling a property in the coming weeks and months? If so, please let me know what your requirements are.**

1. Will You Be Buying or Selling? \_\_\_\_\_

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2. Please Describe the Property You Will Be Buying or Selling \_\_\_\_\_

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3. What Would You Like Me to Do To Assist You With Your Requirements? \_\_\_\_\_

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4. When Would You like Me to Contact You To Follow-Up On Your Requirement? \_\_\_\_\_

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5. Please Let Me Know Your Name and Telephone Number(s) You'd like Me to Contact You at on the Date You've Mentioned Above. \_\_\_\_\_

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