



# Tenant Representation Specialty Practice Board Open Session Agenda

November 9, 2007

*Making More Money: Business Model Differentiation and  
Avoiding Conflicts of Interest*

## ***SPB Leaders***

*Chair: Andrew B. Zezas, SIOR, Real Estate Strategies Corporation*

*Vice Chair: Nora Hogan, SIOR, Transwestern Commercial  
Services*

## ***Guest Speakers***

*J. Leonard Caldeira, SIOR, The Staubach Company, Chicago*

*Lance C. Ross, SIOR, Ross Property Advisors, Scottsdale*

*Raymond C. Walker, SIOR, The Walker Companies, Atlanta*



Visit the  
SIOR Tenant Representation Specialty  
Practice Board  
website at:

[www.siortrepspb.com](http://www.siortrepspb.com)



# Tenant Representation Specialty Practice Board

This data form will permit the SIOR Tenant Representation Specialty Practice Board to add your contact data to its database of those SIOR members who specialize in providing tenant representation services. It will also permit the gathering of data about the sub-specialties offered by tenant rep SIORs. Our goal is to make this information available to members of the SIOR Tenant Representation Specialty Practice Board, so they can call on knowledgeable SIORs with specific expertise to share ideas and conduct business together.

**Please complete this form and return it to Andrew B. Zezas, SIOR, Session Leader before the end of today's session, or fax it to Andrew B. Zezas, SIOR, at 908 245 7172.**

Name:

Title:

Company:

Address:

Website:

Email Address:

Phone (Direct):

Phone (Cell):

## Sub-specialties:

**Types of Real Estate** (Circle all that apply)

Office                      Distribution                      Manufacturing                      Technology                      Other

Other: \_\_\_\_\_

**Industry** (Circle all that apply)

Medical                      Life Sciences                      Professional                      Other

Other: \_\_\_\_\_

**Company Types** (Circle all that apply)

Public                      Private                      Not-for-Profit                      International                      Other

International: \_\_\_\_\_

Other: \_\_\_\_\_



**Geography** (Where do you do most of your work?):

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**Other Areas of Specialty or Expertise**

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**Your Objectives for the Tenant Representation Specialty Practice Board?**

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**Please tell us your ideas for how we can make the Tenant Representation Specialty Practice Board work for you.**

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**Suggested Future Discussion Topics?**

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**Would you like to be involved in running and growing the Tenant Representation Specialty Practice Board? If so, how can you help?**

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**How should the Tenant Representation Specialty Practice Board communicate with its members?**  
(Circle all that apply)

**SIOR Convention  
Meetings**

**Separate  
Meetings**

**Website**

**Blog**

**Broadcast Emails**

**Email Partyline**

**Telephone  
Conference Calls**

**Other**

Other: \_\_\_\_\_