

## Case of the Dreaded Relocation

### Problem:

The client was informed the Landlord was going to exercise the relocation clause in the lease. They asked the client to relocate to a different floor so a neighboring tenant could have their space. The client wasn't sure what to do, or how to approach the situation to achieve the best results.

### Implementation:

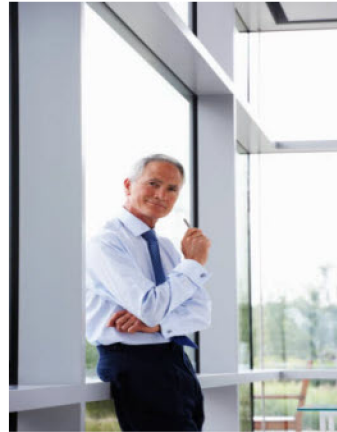
The client hired Cory Miller to handle the situation and look out for their best interests. Cory discovered the client's lease was about to expire so it would be a good time to renew the lease since the client liked the building location. What became a sticky point in the relocation process was the ability to provide "like kind office space." Cory helped resolve several concerns about, what should be provided and paid for by the landlord with regards to the office finishes for the client. Cory helped the client upgrade the office finishes as a part of the relocation process at no cost to the client. Cory was also able to negotiate lease concessions that were not offered by the landlord, thus reducing the effective lease rates to current market rates and saved the client \$17,000 over the life of the lease.

### Rewards and Results:

Using Cory's real estate knowledge and negotiation abilities, the client:

- ❖ Experienced a very smooth relocation of his office space.
- ❖ Received an upgraded office look in the new space at no charge.
- ❖ Did not pay for any relocation costs, including the cost of new stationary and relocating the phone and network systems.
- ❖ Secured lease concessions for the client that they never knew existed, and were not offered by the landlord.

In the client's words, "Because of Cory, this is the first time in 22 years I felt knowledgeable when dealing with my landlord and not like I was being taken advantage of."



**Making Life Worry Free**

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