

Small Business Client - Frequently Asked Questions

1. What are the benefits of using a commercial real estate professional?

As a small business owner, your primary focus is on your day-to-day operations and growing your business. Using a dedicated commercial real estate professional who has extensive market, product and technical knowledge in commercial real estate transactions of all scopes and sizes allows you to keep your focus on your business.

Coldwell Banker Commercial professionals have a proven ability to negotiate on your behalf and, because they understand how to find and leverage the available opportunities in your marketplace, can help to reduce costs.

2. Why should I consider using a **Coldwell Banker Commercial** associate?

Embracing a “Client 1st” approach to service, **Coldwell Banker Commercial** associates put your needs before anything else. **CBC** professionals will work with you to understand your company and help you find the perfect property to optimize your real estate assets. Clients are provided with up-to-date information and comparative locational, operational and financial analysis for reasoned, informed decision-making. With a long history of success and a commitment to continuing excellence, you can be assured that your **Coldwell Banker Commercial** associate will provide you the utmost personalized service and support.

3. What is a “Client 1st” Approach?

The **Coldwell Banker Commercial** “Client 1st” philosophy is built on three principles: Absolute Integrity, Value Enhancement, and Relationship Management. These three elements mean that clients can trust and depend on their **Coldwell Banker Commercial** professional to provide honest and exceptional service; that **CBC** professionals bring more than the requisite tools and knowledge to the transaction; and that the client will be kept constantly informed throughout the entire transaction process. Overall, it is a commitment to an unparalleled level of service – the primary quality that makes **Coldwell Banker Commercial** distinctly different.

4. How can Coldwell Banker Commercial assist me in acquiring or disposing commercial real estate?

Coldwell Banker Commercial associates have up-to-date commercial real estate and market knowledge, including property availability, which will help you to find the optimum location in the shortest period of time. With associates in over 500 offices, **CBC** professionals can provide single or multi-market coverage, significantly reducing time and costs for clients.

5. How can I save time in the process of acquiring or disposing of commercial real estate?

Coldwell Banker Commercial associates have the knowledge to guide you through the complex processes involved in commercial real estate transactions, helping to eliminate your time spent on research, zoning and negotiating. Relying on a **CBC** professional’s knowledge, experience, and guidance will help you navigate and reduce the necessary steps involved in the often complicated processes of commercial real estate acquisition and disposition.

6. If I contract a commercial real estate professional, do I have to pay for their services?

As is standard in the commercial real estate industry, the landlord or seller typically pays the broker a commission, which is a percentage of the gross aggregate rent in a lease transaction or the total price in a sale.