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GLOBAL  
CORPORATE  
SERVICES

**Newmark Grubb**  
Zimmer



Maximizing your real estate assets reduces operating costs and better positions your business to meet production and profitability goals. By gaining an understanding of your business, Newmark Grubb Zimmer's Corporate Services team puts its vast experience and expertise in the commercial real estate industry to work for you.



## Our Services

- National/International Tenant Representation
- Portfolio Management
- Site Selection
- Receivership/Asset Management
- Corporate Advisory Services

Creativity and Innovation define Newmark Grubb Zimmer's (NGZ) Corporate Services practice. Combining decades of experience with uncompromising integrity, the team places its clients' best interest before everything else.

Since its founding in 1948, NGZ has delivered valuable commercial real estate services to a long list of clients in the Midwest, across the country and throughout the world.

Because there is no single solution to apply to every business or situation, NGZ uses its experience and team-centric approach to tailor proven systems to each assignment. The firm's practice goes beyond the simple transactional client representation.

Instead, it looks at the full scope of the business model and corporate environment in order to create tangible value and real savings for its clients. Whether the client operates an international conglomerate, national corporation, lending institution or retail chain, NGZ's team approach allows it to better utilize the combined experience of the people within its collective sphere of expertise.

To ensure our clients are getting the most from their real estate assets, NGZ baselines against industry benchmarks and tracks key performance indicators affecting their business' bottom line — because making our client's real estate more competitive makes their business more successful.

# PORTFOLIO MANAGEMENT SPECIALISTS.

While each solution bears its own unique strategy, the Newmark Grubb Zimmer (NGZ) team believes success is rooted in strict adherence to its core values of **Listen, Understand, Plan, Communicate** and **Execute**.

**LISTEN.** Each assignment begins with an active listening process. The assigned team, led by a senior staff member, opens the project by allowing the new client the opportunity to explain the business model as well as current and future goals. The ultimate goal of this step is to foster a strong working relationship and team atmosphere. Active participation in this step leads to a better understanding of goals and expected outcomes.

**UNDERSTAND.** Active participation during initial conversations not only allows the NGZ team the opportunity to

gather a full understanding of the client's business and goals as it relates to its real estate assets, it also allows the client a chance to understand NGZ's approach to the situation and the evolution of a plan.

**PLAN.** In order to assure each client reaches its goals, NGZ establishes a set plan and schedule at the beginning of each assignment. This plan, based on initial conversations and an understanding of the client's goals, allows the team to clearly describe each goal and the process through which it will be reached.

**COMMUNICATE.** Communication is an act. By listening to its clients, understanding their needs and goals and creating an effective plan, NGZ lays the foundation for a successful working relationship. In order to maintain that relationship and ensure all goals are met on schedule, the team utilizes state-of-the-art technology and systems allowing

for real time communication with its clients. Clients are kept up to date through all phases of the assignment, meaning the exchange of information and ideas continues throughout the entirety of the process.

**EXECUTE.** No matter how well initial meetings go, or how effective the plan appears, everything we do comes down to execution. NGZ is committed to maximizing the value of its clients' real estate assets and making them a vital part of achieving the business' goals.

Over the past 67 years, the firm has served as an advocate and fiduciary for its clients. Real estate and real estate management may not be your core business, but it is NGZ's. The team's commitment is to provide its clients with an effective and executable plan to make real estate assets provide the best value to their business.



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