

Offer and Lease Negotiation

Overview

We create offers that optimise value for our clients while simultaneously delivering advantages to Lessors, thereby ensuring mutually beneficial outcomes.

It is crucial to acknowledge that each Lessor has unique goals and objectives. Some may prioritise cash flow, while others might seek to achieve a higher valuation for their assets. Our objective is to reconcile these interests, enabling outcomes that provide significant value to our clients while remaining acceptable to the Lessors.

Desired Outcomes



Offer Preparation

We prepare each offer by understanding objectives and promote our clients and their businesses to enhance their visibility and attract consideration.



Negotiated Terms.

In exchange for providing the Lessor with a valuable opportunity, we seek competitive terms that align with our clients' expectations.



Executed Offer

We carefully review the lease offers to ensure their acceptability before proceeding to arrange for our client to formally execute.

Our Responsibilities to Achieve Your Desired Outcomes

Responsibilities

Agent Correspondence Reach out to the Lessor or their representative to express our interest in leasing the asset. In our communication, we will introduce our client and highlight the value they bring to the partnership.

Offer Formulation Formulate and present our own offer or respond to the Lessor's proposal.

Negotiation Engage in negotiations with the goal of achieving a mutually beneficial outcome while aligning with our client's objectives.

Formal Acceptance Evaluate the Lessor's formal lease proposal and facilitate its execution, contingent upon our client's approval.