

REALTORS® Signature Series Speakers Bureau

Greg Schenk



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Speaker fee: Live Sessions: \$2,500 - \$5,000 + expenses

Webinar Session: \$1,000 - \$2,000

Course Length: 1-4 hours

BIO

Gregory P. Schenk is President of the Schenk Company, Inc., central Ohio's exclusive tenant advisory brokerage/consultation firm. Greg has 25 years of experience in the business ranging from representing tenants and buyers in locating and negotiating office, medical space and investment projects as well as 1031 exchanges, lease buy outs and termination options. His expertise is in the area of site selection and "win-win" negotiation strategies.

Greg has studied and trained in all aspects on consultation, contract negotiation, commercial real estate leasing, and investment property acquisition. He has authored numerous articles on these subjects and has won many awards including the 2006 Micro Entrepreneur of the Year Award for Real Estate, the prestigious Presentation Excellence Award at CB University, and the Business First "40 Under 40" Award. He was named by *Midwest Real Estate News* as one of the Top Fifty brokers in the Midwest in 2002 and 2003. Greg continues to be one of the featured speakers for the NAR Commercial Signature Speaker program that teaches and trains agents nationally.

COURSE DESCRIPTIONS

Becoming an Expert in Commercial Real Estate

Learn everything you need to know to become an expert from an expert in commercial real estate. All of your questions will be answered for a great foundation for a quick start to get you going.

Corporate Services

Learn how to get multi-market assignments, what forms are necessary, identify the associations that can support your efforts . . . gain a worldwide network of contacts. If you want to take your business from local to global this class is for you.

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Getting the Tenant Rep Agreement Executed

Part of the tenant rep class, this course reviews the tenant rep agreement and teaches you how to get it properly executed.

Improving Your Sales and Professionalism – Sales Training for the Agent and Broker

Most sales training is done with a trainer that doesn't know you, your firm or the industry. Why not be trained by someone that is currently an award winning broker who knows the in's and out's of all small and large firms and can put you on a program to help you reach your goals, now and in the future!

Relationship vs. Transaction Style of Business

Become familiar with the Schenk Company's success and how we approach business and life. Learn how it changed us and others from "order takers and vendors" to having life-long relationships in business. The most important information for your career whether new or a 25 year veteran!

Renewal Strategies – Top Ten Mistakes List

Learn the proper techniques to work with tenants and difficult landlords. Assist tenants through the early lease renewal process in soft and tight markets. Take this course if you want to help your clients improve their bottom line.

Rookie School

A course geared towards agents two years or less in the industry. Give your career the proper foundation to start in the commercial real estate business and learn the process from A to Z. Learn how to put together a "brag book" and become familiar with every form and agreement needed to acquire a client to represent to lease and buy. Guaranteed to start you off on the path to success,, set goals, get direction and follow the proven timeline and formula for success.

Tenant Representation from A to Z – Tenant Rep Overview

12 years of questions and answers from Greg's seminars teaches you what others have asked over the years.

Transferring from Residential into Commercial Real Estate

With the slowing residential market many agents want to learn commercial real estate or learn how to refer to commercial brokers locally and nationally. This course will show you ways to supplement your income for a residential agent or give you new direction for your career.