## INVESTMENT TEAM



Tim Bloom Partner Licensed Real Estate Broker 612.701.5151



Josh Bloom Partner Licensed Real Estate Broker 651.207.3157



Jana Hassis Marketing Coordinator / Graphic Designer

# BCRE bloom commercial real estate

80 South Eight Street, Suite 1850 - IDS Center Minneapolis, Minnesota 55402 www.bloomcommercial.com Josh: 651.207.3157 (call or text) Tim: 612.701.5151 (call or text)

## BCRE PROJECT EXAMPLES – SALES



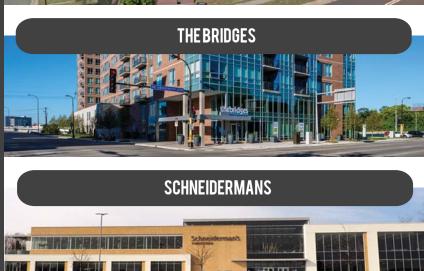
#### EXCELSIOR RETAIL











### **VALUE ADDED**

#### FEATURES:

- Extensive Investor Real Estate
   and Sales Database 35,000 Active
   Records
- High Quality Marketing Materials
- In Depth Targeted Approach, our team of Retail Specialists deliver the guidence you need to feel confident and well informed
- Investment and Advisory serviceswith a focus on Retail Properties
- Deep knowledge of the Retailers,
   Investors, Lease negotiations, and
   Market conditions
- Direct Marketing, Internal Team
   Communication, and Focused
   Advertising

### TRANSACTION EXECUTION

#### **SALES PROCESS**

- 1. Develop Optimum Leasing Strategy through Client-Broker Brainstorming Session
- 2. Expose to Prospective Categories
- 3. Targeted Calling
- 4. Create Competitive Environment
- 5. Create Various Distribution Channels for Product Exposure
- 6. Comprehensive Phone Follow-Up
- 7. Think Outside the Box

#### PROSPECT CATEGORIES

- 1. Find Missing Categories
- 2. Identify Active Prospects in Categories
- 3. Identify Credit
- 4. Understand Expansion / Growth for Category

#### TIMELINE

- 1. Prepare All Marketing Materials 30 Days
- 2. Intro Letter to Targeted Prospects 30 Days
- 3. Broker Mailing 30-60 Days
- 4. MCPE Broadcast E-Mail 30-60 Days
- 5. Targeted Meetings 30-90 Days
- 6. Timely Updates with Strategy Review 90 Days
- 7. Mailing to Target Market Prospects 30-90 Days
- 8. Ongoing Repeat of Plan Ongoing