



# Brokerage Services



**Among the world's leading real estate organizations, NAI Norris, Beggs & Simpson is unique.** Because of our managed network structure through **NAI Global**, we provide smart thinking and fast action on behalf of clients operating in corporate, institutional and government sectors around the world. Globally, we handle over \$45 billion in transactions annually, from complex structuring of \$100 million investment sales to the routine handling of leases and sales in the \$1 million range.



The NAI NBS model works because we provide single-point-of-contact accountability and direct access to our network of trusted advisors, who can assist in valuing, packaging and marketing your property. Once your property is properly positioned, your dedicated agent will give it global exposure and field and shield all inquiries. The experience and training of NAI NBS professionals in skillful negotiation and in attracting the momentum of the market for a steady flow of inquiries is the critical difference.



No matter your requirement – from opening a new manufacturing or distribution facility to planning a new location for your corporate headquarters or shared services center to disposing of surplus property – NAI NBS can help you with the critical decisions that drive your business. And when it comes to your corporate real estate decisions, NAI NBS' efficiencies can help you minimize sale and lease cycle-times, and maximize returns and value.

The NAI Global network is everywhere, with more than 5,000 professionals operating out of over 325 offices in 55 countries. But we're not a cumbersome, complex organization. As you'll discover when you meet our professionals, engaging NAI NBS is an easy, personal experience. We take the time to get to know each client in depth, understand your strategy, requirements and financial objectives, learn the details of the property or portfolio and measure the dynamics of the marketplace. When you do business with NAI NBS, you connect with the best people who are veterans in the local marketplace. Our professionals grew up in their markets; they are part of their communities and are better connected because of it. They also know the inventory – not only what is available, but what might become available. And because we have an insider's understanding of the value of product at a local level, we can help you reduce cost in leasing or acquisitions.

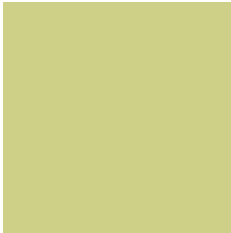
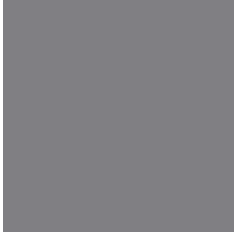


Commercial Real Estate Services, Worldwide.



At NAI NBS, best practices are standard practice. While we ensure consistent delivery in the service of multi-market national and international clients, our client-focused processes are adaptable. Our local-level professionals have the authority, experience and market intelligence to make decisions in the best interests of clients. For more than a decade, NAI NBS has gathered best practices by each industry specialty, codified these processes in our proprietary **Strategic Transaction Administration and Reporting System (STARS™)** and trained our professionals using this global standard. Throughout the service process accountability is critical, and the client's agent is their single point of contact. Whether it's 10 markets or 100, our proprietary transaction management system, **REALTrac™ Online**, helps create a responsive chain of command, delivering the highest-quality services to clients and facilitating collaboration among our team.

As a full-service provider, NAI NBS can support all of your commercial real estate requirements – focusing on your office, retail, industrial, land and investment properties, and representing you as an owner/landlord, buyer or tenant, with every aspect of property acquisition and disposition, leasing/subleasing and site selection. To assist you in making informed decisions, we also provide comprehensive market information compiled from more than 325 NAI Global offices worldwide.



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NORRIS, BEGGS & SIMPSON COMPANIES

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