

# 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



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

## BEST BUY



## EXCELSIOR RETAIL



## IKEA



## CARIBOU / EINSTEIN – FRANDSEN BANK



## NAPA AUTO – PAPA JOHN'S



## THE BRIDGES



## SCHNEIDERMANS



# 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 guidance you need to feel confident and well informed
- Investment and Advisory services with 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