



CASE STUDY · TENANT-REP BROKER

Faster Reviews Today. A Full Client Pipeline Tomorrow.

How an independent tenant-rep broker uses LeaseGuideAI on landlord counter-proposals, lease drafts, and executed leases—both new deals and the existing book of business.

The Scenario

An independent tenant-rep broker represents a regional specialty medical practice group with six existing locations. The group is evaluating a 12,000 square foot expansion into a new submarket. As is standard, the broker prepares and submits the initial proposal on the tenant's paper. The proposal focuses on the economics, operating expenses, timing, landlord work, tenant work, and the special clinical requirements the practice needs.

The landlord—a regional owner of multi-tenant office buildings—responds with a counter-proposal that pulls several points toward its long-standing standard lease form. The tenant rep scans the landlord's counter-proposal and quickly identifies the proposal's strengths, weaknesses, opportunities, and threats to review with their client for countering. Weeks later the landlord issues the full lease draft. The broker must quickly determine what carried through from the negotiated proposal, what changed, and what new issues appeared. After the lease is executed, the broker also needs every critical date captured so neither the client nor the broker misses notice periods, rent increases, or renewal options that may be three to five years away.

Pain Points Tenant-Rep Brokers Face

- Tenant reps typically control the first proposal, but landlords almost always counter on their own paper and later issue a lease that attempts to conform the deal to a house form.
- A careful first-pass review of a landlord counter-proposal or lease draft routinely takes 60 to 120 minutes.
- It is essential to verify that the economics, expenses, timing, landlord work, tenant work, and special requirements negotiated at the proposal stage actually appear—unchanged—in the lease.
- Short notice windows, broader operating-expense or restoration language, and option mechanics that diverge from the LOI are easy to miss under time pressure.
- Once the lease is signed, the most important dates live only inside the document. Renewals and relocations are often three to five years away, so they are easy for both the client and the broker to lose track of.
- Without a systematic way to capture dates from both new and prior leases, the future deal pipeline thins out and the broker risks being left out of the next renewal or relocation.

How LeaseGuideAI Relieves the Pressure

The broker uploads the landlord's counter-proposal. Within minutes LeaseGuideAI returns an intelligence brief that surfaces the strengths, weaknesses, opportunities, and threats; highlights what to keep, what to remove or narrow, and what to ask for; and extracts the key dates, deadlines, and dollar commitments. The same process is repeated when the full lease draft arrives, giving the broker a fast, structured way to confirm that the negotiated proposal terms carried through.

After the lease is executed, the broker scans the final document. Every important date—notice periods, rent increases, renewal options, and other critical deadlines—is extracted, shared with the client in a clear summary, and automatically calendared for the broker. The broker can do the same with previously completed leases, instantly catching up on the existing book of business.

Key Bonus — An Always-Full Deal Pipeline

Renewals and relocations on a freshly signed lease are often three to five years away. By scanning completed leases—both the new one and the backlog of prior deals—LeaseGuideAI places every future opportunity on the calendar with automatic reminders for the broker. The tenant-rep stays on top of every single renewal or relocation across the entire book of business. The result is a deal pipeline that stays full instead of relying on memory or manual tracking.

Result: First-pass reviews that previously took 60–90 minutes are ready in 4–5 minutes. The broker confirms which negotiated terms carried into the lease and which need attention. After execution, all critical dates are extracted, shared with the client, and set as automatic reminders for the broker—so the broker is prompted years in advance and remains involved in every future renewal or relocation.

Before and After

Before	After
60–90 minutes of manual markup on the landlord's counter-proposal and later on the lease draft.	Intelligence brief delivered in minutes for each document.
Risk that economics, expenses, timing, work letters, or special requirements negotiated in the proposal do not match the lease.	Fast, clear confirmation of what carried through and what diverged.
Ad-hoc notes assembled under time pressure before the client call.	Structured summary of what to keep, remove, or ask for, plus extracted dates and dollars.
Important dates buried in the executed lease; renewals and relocations 3–5 years out are easy to miss.	Every key date extracted, shared with the client, and automatically calendared for the broker.
Prior completed leases fade from view; the future renewal and relocation pipeline stays thin.	Scan the backlog of prior leases plus every new one—the pipeline stays full and the broker is prompted on every opportunity.
Broker must manually remember to follow up in order to stay involved in the next deal.	Automatic reminders ensure timely follow-up so the broker remains the advisor on renewals and relocations.

What the Briefs Surfaced in This Scenario

- Operating-expense language in the lease draft that was broader than what the counter-proposal had indicated.
- A renewal notice period shorter than the practice group's internal decision timeline.
- Restoration and clinical-buildout obligations that needed to be narrowed to match the negotiated work letter.
- Clear extraction of commencement, rent commencement, option exercise, and notice deadlines for immediate calendaring.
- After execution: a complete set of critical dates from the new lease, plus the ability to run the same extraction on prior completed leases so every future renewal and relocation across the six existing locations is visible.

How the Broker Used LeaseGuideAI

On the landlord's counter-proposal the broker used the intelligence brief to prepare a focused response the same day. When the lease draft arrived, the second brief became the agenda for the client call and a checklist against the original proposal points. Two market-specific notes were added; the briefs served as the working reference through final markup.

After the lease was signed, the broker scanned the executed document. Every important date was captured, delivered to the client in a clear summary, and set as automatic reminders for the broker. The broker then uploaded prior completed leases for the practice group's other locations. Within a short time the entire book was on the calendar. Total time from each upload to a usable brief or date set: under 10 minutes.

The broker now receives timely reminders of every notice period, rent increase, renewal option, and potential relocation. That keeps the broker involved, at just the right time, protects the client from missed deadlines, and ensures the deal pipeline stays full.

The intelligence brief supports faster, more organized first-pass review and systematic capture of critical dates. It is not a substitute for legal counsel. Final lease decisions should always involve qualified commercial real estate counsel.