



# CCIM Institute

*Change as an Opportunity*

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**\$200 Billion** of transactions closed annually

**67%** of members hold senior positions

**13,000** members in over 1,000 markets in 30 countries

**Network | Education | Technology**



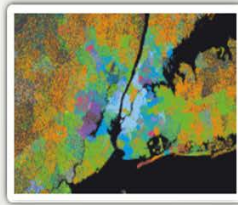
STDB Featured Content



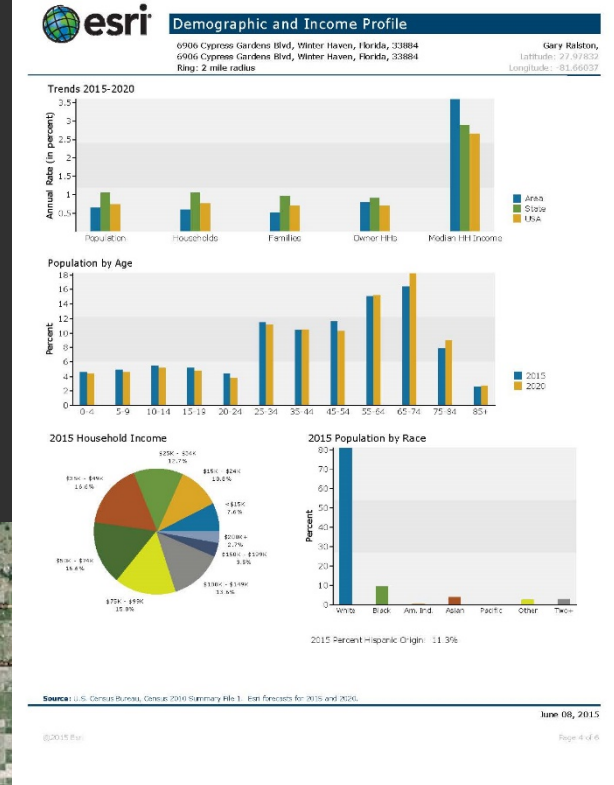
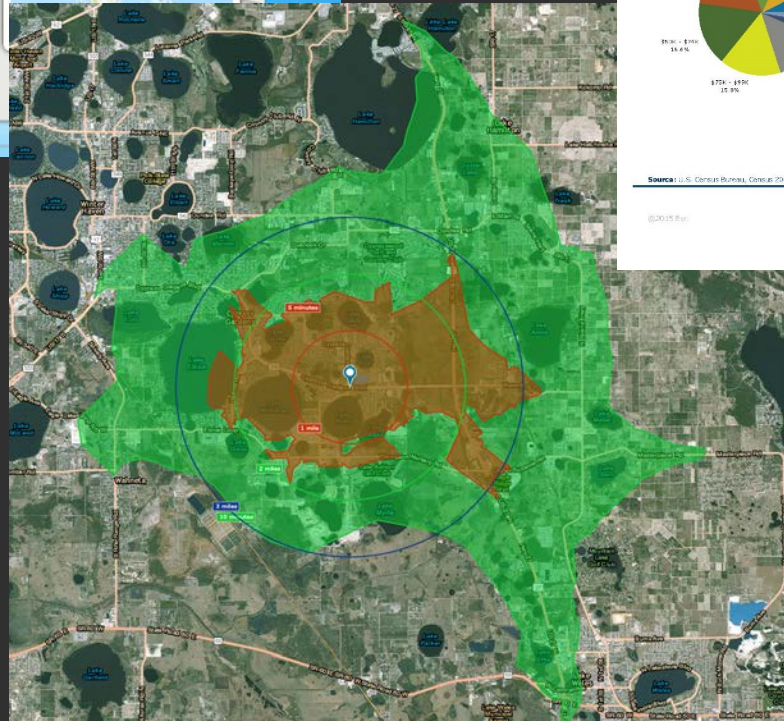
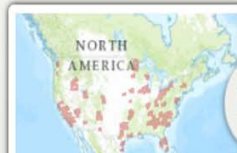
2012 Tapestry Segmentation in the United States (Mature)



2013 USA Retail Goods Spending



USA Tapestry Segmentation

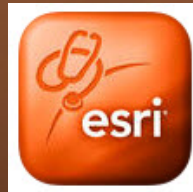
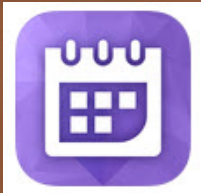
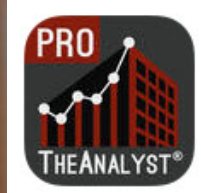
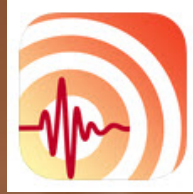


Technology

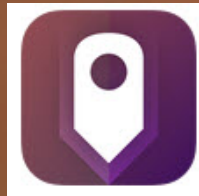
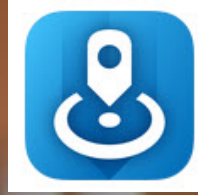
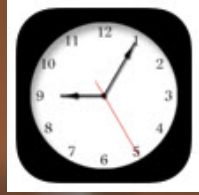


Support for a variety of professionals...

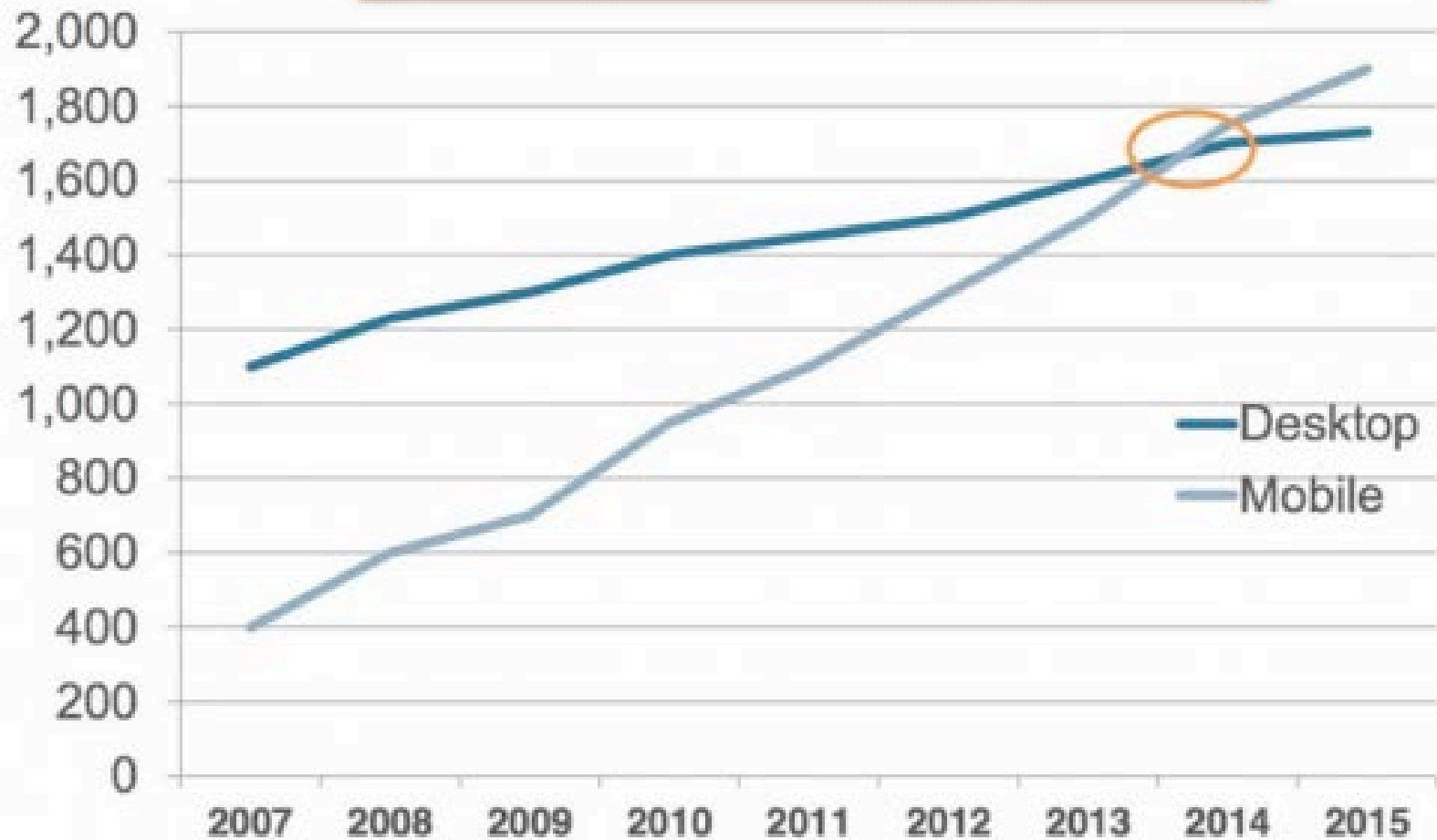
# App Culture



# App Culture



## Number of Global Users (Millions)







# 3D and Emerging Technologies



Enabling  
Business

# Office Team Proposal

## Real Estate Services Proposal

Presented By:

Ty Gose, CCIM

Jonann Stutzman

### Introduction

NAI Latter & Blum, Inc. / Realtors welcomes the opportunity to offer professional real estate services in connection with the marketing of the former Advocate Building. We are confident that our team oriented approach, which offers experience and knowledge in commercial sales and leasing will suit your needs.

Acting as your real estate representative, we shall seek to take advantage of our full service brokerage capabilities to provide you with comprehensive, value-added service at every stage of the process. At NAI Latter & Blum, our underlying principal has always been a concern for our clients. We recognize that every client's needs are different and hope to demonstrate that we have the professional experience and expertise to understand those needs and meet them.

Since 1916, NAI Latter & Blum has meant commercial real estate in this region. Through the years we have maintained our commitment to quality while growing into the largest and most successful real estate company in the Gulf South. Today, we take pride in a commercial staff representing more professional designees than any other firm in the Gulf South. More than 20 NAI Latter & Blum commercial agents and staff currently hold CCIM, SIOR, CPM, MAI or CRE designations. Over 50 full-time commercial associates work from the company's commercial offices in New Orleans, Baton Rouge, Gulfport, Lafayette, Lake Charles and Alexandria. Additionally, over 1000 residential agents staff 23 branch residential offices covering most of south Louisiana and Mississippi. As in any service organization, our major asset is the trust our clients place in us. It is this trust that forms the foundation that has helped build NAI Latter & Blum into the leading Commercial Realtor in the Gulf South. Through our affiliation with NAI Global, a global corporate real estate and investment services firm, we are able to reach over 340 markets in 40 countries. NAI Global has over 3,500 real estate professionals in these communities around the world.

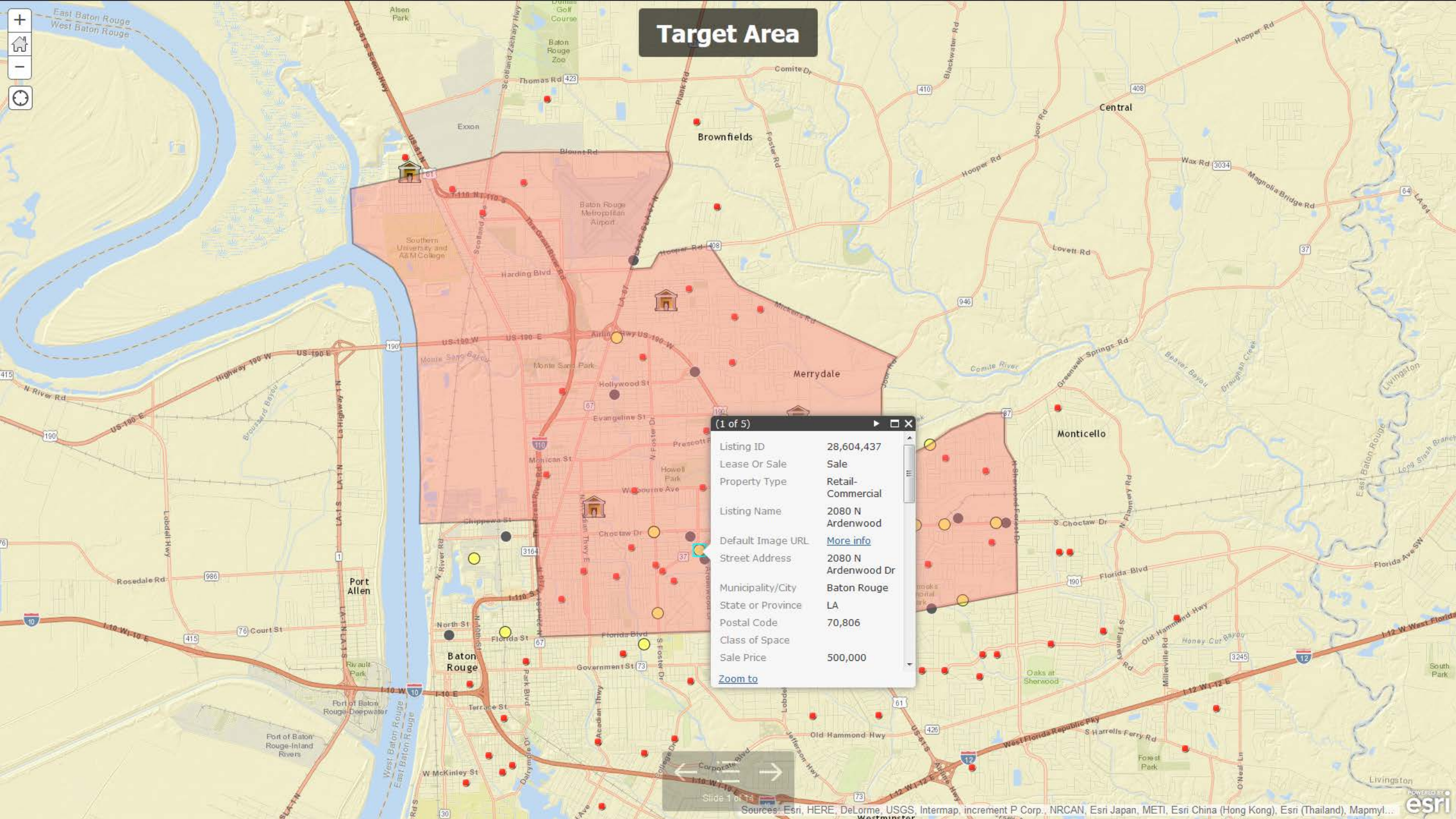
### Assignment Overview

This proposal concerns the marketing and leasing of the former Advocate Building. The NAI Latter & Blum Team will expose the assets to all local, regional and national Tenants as well as the top Office Brokers in the world through targeted marketing practices. We will use our proprietary database and relationships as well as the other sources described in our marketing plan.

### Marketing Team Approach



# Target Area



(1 of 5)

Listing ID	28,604,437
Lease Or Sale	Sale
Property Type	Retail-Commercial
Listing Name	2080 N Ardenwood
Default Image URL	<a href="#">More info</a>
Street Address	2080 N Ardenwood Dr
Municipality/City	Baton Rouge
State or Province	LA
Postal Code	70,806
Class of Space	
Sale Price	500,000

[Zoom to](#)



**Shape** workflows to leverage COTS capabilities

**Configure** existing tools first

**Interface** with other systems using web services, scripting or ETL

**Iterative | Incremental | Fast**

