



TCN
WORLDWIDE
REAL ESTATE SERVICES





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Across all property types and service groups, TCN Worldwide's 5,000+ professionals have a well-earned reputation for independent thinking and cooperative problem solving in more than 200 markets worldwide.

Let TCN Worldwide Work for You

TCN Worldwide, a consortium of independent commercial real estate firms, provides complete integrated real estate solutions locally and internationally. An extensive range of real estate services coupled with a personal commitment to exceed expectations is what allows TCN Worldwide to be a leader within this competitive industry. Comprised of leading independent brokerage firms, serving more than 200 markets globally, TCN Worldwide combines an entrepreneurial approach with years of local experience. Around the globe, across all property types and service groups,

TCN Worldwide's more than 5,000 professionals have a well earned reputation for providing straightforward expert advice. TCN Worldwide allows you to communicate directly with a business owner and entrepreneur. We offer more than sound real estate advice. We offer a partner to share your vision. When you work with TCN Worldwide you'll be working with someone who shares your sense of ownership and accountability.

TCN Worldwide affiliates are able to meet their clients' real estate needs globally by utilizing local expertise while retaining direct control and responsibility, providing a single point of contact. We offer comprehensive commercial real estate transaction, management, and consulting services, all provided with the highest level of corporate accountability and entrepreneurial commitment.



160+ OFFICES
24 COUNTRIES
200+ MARKETS
5,000+ PROFESSIONALS
\$58.6 BILLION+ TRANSACTIONS
445,000,000+ SF UNDER MANAGEMENT

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TENANT REPRESENTATION • OWNER REPRESENTATION
PROPERTY MANAGEMENT • ASSET MANAGEMENT

Professional Service Groups

TCN members match the financial, operational and qualitative needs of clients with appropriate real estate opportunities by utilizing organized Professional Service Groups to better serve the complex needs of our clients in local, regional, national and international markets. TCN Worldwide professionals align clients' business strategies with plans to meet those strategies under prevailing market conditions.

TCN member firms are staffed by professionals with experience in real estate development, asset repositioning and property management as well as transactional brokerage. With a strong focus on market conditions and trends, the group taps into the firm's depth of resources and expertise to determine the market position, current competition, operating expenses, leasing pro forma and income potential of owned properties. Property specialists then develop and implement repositioning programs, often including operational and capital improvements. TCN Worldwide has built an international reputation as a powerful tenant representative and

corporate real estate advisor. Creative problem solving and transaction structuring as well as sophisticated analytical capabilities exemplify the organization's strengths. TCN's Owner Representation business serves the increasingly complex marketing and asset management needs of corporate, institutional and entrepreneurial property owners. TCN member firms offer in-house experts with strong analytical capabilities and a full understanding of the interrelationship among investment criteria, leasing objectives, tenant retention and building operations. With extensive transaction experience on behalf of property owners, the company's leasing agents also demonstrate sensitivity to and cooperation with the brokerage community. Serving as the owner's agent, TCN member firms study a single property or an entire portfolio and create a comprehensive strategy to maximize its value within ownership's investment and operational objectives as well as its budgetary and business constraints.

Connecting landlords with tenants, sellers with buyers, owners with managers ... it is our ability to understand both sides of the equation—both points of view—that enables TCN Worldwide representatives to consistently deliver sound advice and negotiate successful commercial real estate transactions. Across the nation, across all property types and service groups, TCN Worldwide members have a well-earned reputation for independent thinking and cooperative problem solving.



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Office

Monitoring local, regional, national, and international business environments, the professionals within the Office Service Group anticipate how driving forces will affect your business. Our professionals help you make real estate decisions that enhance your overall strategic goals by balancing business requirements with market conditions to procure the right facilities, explore options and identify the location best suited to meet your real estate needs.

Utilizing solid community relationships, local knowledge, integrated services, market research and our collective experience these professionals negotiate transactions including multi-tenant buildings, business and office parks, high-rise properties, and mixed-use office/retail projects for corporate clients as well as small and mid-sized firms.

Industrial

Highly knowledgeable industrial professionals offer specialized real estate expertise to industrial users and owners across the country in our Industrial Service Group. Our professionals deliver and analyze sophisticated demographics and economic data to assist clients in selecting single or multi-location facilities that meet their specific operational needs.

TCN Worldwide is able to meet your space utilization needs for manufacturing, assembly, research and development, distribution and warehouse facilities both nationally and internationally. We customize our services to provide the best solutions for companies of any size, with requirements large and small.



Property Management

Operating each asset from an owner's perspective, members of our Property Management Group focus on the proactive prevention of problems. This proactive approach serves as the foundation for long-term relationships ensuring maximum asset value and tenant retention through increased levels of comfort and service. Our results oriented performance stems from our ability to balance the goals and needs of our clients with those of their tenants.

Key components of TCN Worldwide's Property Management Group include their ability to increase the value of a property, maintain and expand the tenant roster and enhance the overall appearance of a property while providing extensive marketing support. Our Property Management professionals manage and lease office, retail, industrial and multi-family properties around the world.

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Retail

TCN Worldwide's retail specialists know every community is unique. Our professionals harness perspective and fresh insight to provide expert advice and customized retail placement programs by tracking local market activity and working with community merchants as well as national chains to understand how demand changes the market.

Members of our Retail Service Group are select specialists with diverse backgrounds in brokerage, retailing and shopping center marketing. Our professionals have consistently demonstrated the ability to unite tenants and owners in mutually beneficial relationships.

The group offers advisory services that provide both retailer and owner with the ability to identify high-potential markets and rapidly break into new markets to maximize asset values.



Corporate Services

TCN Worldwide Corporate Services match the financial, operational and qualitative needs of clients with appropriate real estate opportunities by utilizing a select team of interdisciplinary specialists to better serve the complex needs of our clients in local, regional, national and international markets.

Offering a full menu of corporate services, the group specializes in developing innovative solutions for complex real estate problems. TCN Worldwide Corporate Services combines a thorough understanding of corporate business, real estate and financial issues, to develop and execute real estate strategies on behalf of our clients.

Investment

Offering proven methods for evaluating investment opportunities, TCN Worldwide helps investors receive the highest return on their assets. In advance of advising our investment clients on a possible transaction, we go to great lengths to evaluate every factor affecting the purchase, both for major institutional clients and private investors. We use our relationships, resources, and local market intelligence to fully assess market dynamics, technology, demographics, and economic incentives.

Using our extensive industry knowledge, consultative approach, and vast global resources, we help our clients maximize the value of their real estate assets. The professionals in the Investment Service Group combine the benefits of local market expertise with the highest level of corporate accountability and entrepreneurial commitment.



5,000+ Professionals Serving Over 200 Markets

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445,000,000+ SF Under Management • \$58.6 Billion+ Transactions

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**Additional offices located
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Alliance Partner: GVA Worldwide*

5,000+ Professionals in 160+ Offices Serving 200+ Markets

Partial Client List

ADT Security	Eland Energy	McCain Foods
Aerotek, Inc.	Enterprise Rent-A-Car	McDonalds
Airborne Express	Epson	Microsoft UK LTDMotel 6
Albertson's	Ernst & Young	Netscape
Allstate Insurance	Farmers Insurance	Nissan Europe NV
AMC Theaters	FedEx	Novell
American Airlines	Flextronics International	Office Depot
American Express	Ford Motor Corporation	ONYX
American Red Cross	Fox & Hound Restaurant	Outback Steakhouse
Anheuser Busch	G.E. Capital Corp.	Pier 1 Imports
Applebee's	G.T.E.	Pizza Hut
AT & T	General Dynamics	Price Waterhouse
Bank One	Goodyear Auto Service	Proctor & Gamble
Bed Bath & Beyond	Great Clips	Prudential Insurance Co.
Ben E. Keith	Greyhound Bus Station	Radio Shack
Blue Cross/Blue Shield	H & R Block, Inc.	Ramada Hotels
Boston Market	Hallmark	Raytheon
Bridgestone/Firestone	Hardee's	RCA
Brinks, Inc.	Hilton Hotels	Salvation Army
Burger King	Home Depot	Sam's Wholesale Club
Capital Properties	HNA Group	Sears Home Services
The Carlyle Group	IBM Corporation	Service Merchandise
Charles Schwab	Informatix, Inc.	Sprint PCS
Chase Manhattan Bank	Jack in the Box	Standard & Poor's
Cheveron	Jamestown	Staples
Chrysler Financial Corp.	JC Penney	Starbucks Coffee
Church's Chicken	K-Mart	State Farm Insurance
Citibank	Kaiser Permanente	Subway
Columbia Healthcare	Kellogg	T.J. Max
Comfort Inn Suites	Kentucky Fried Chicken	Taco Bell
Compaq Computers	FedEx Office	Target Stores
Compass Bank	Kohl's Inc.	Texaco
Dean Foods	Krispy Kreme Doughnuts	Texas Instruments
Dell Computers	Kroger	TGI Fridays
Deloitte & Touche	La Maison du Chocolate	THAI Airways Int.
Delta Airlines	Lazy Boy Furniture	Tony Roma's
Denny's Restaurants	Levitz Furniture	Toys "R" Us
Diagnostic Laboratories	Lucent Technologies	Tuesday Morning
Dragados	Luminator Technology Group	U.S. Robotics/3COM
Dupont Canada Inc.	Marlow Industries	Uniqlo USA
EDS	Marshall's	UNISYS
Edwards Theaters	Mattel Toys	Walmart Stores, Inc.

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Expanded Vision

TCN Worldwide has experienced great success in recent years; this success is directly attributed to TCN Worldwide's commitment to our members. Our approach, somewhat unique, keeps deal-making at the member level. Instead of competing with our members for deals, we focus on providing our members value added services and tools that help them build on their success in their local market and create opportunities at a regional, national, and international level.

While this recent growth is impressive, what's more impressive is the longevity of our membership. Over 60% of our membership has been with TCN Worldwide more than five years. This combination of long-term stability within our membership combined with the organization's commitment to pursuing lasting relationships with the leading independent brokerage firms in geographically distinct markets has positioned TCN as one of the fastest growing organizations in the industry.

With regard to day-to-day operations, TCN provides a host of measurable, cost conscious benefits—new technologies, improved recruitment, marketing assistance—all designed to strengthen your business and increase your profitability.

Our existing members cite the following reasons for their involvement:

- TCN allows us to “even the playing field” with national & international competitors.
- TCN Worldwide helps us recruit and retain top producers.
- TCN Worldwide gives us access to tools and resources that larger competitors have.
- TCN gives us access to new clients coming into our city and the ability to service clients with “out of market” needs.
- TCN Worldwide allows us to learn from similar companies around the world so that we can be market leaders.
- TCN Worldwide members initiate an average of approximately 250 assignments each year between TCN firms and commissions on closed deals totaled approximately two times the dues paid by members.

Membership Tools

TCN Worldwide, formed in 1989, is a member-owned international real estate consortium comprised of independent commercial real estate firms serving more than 200 markets worldwide with over 5,000 professionals. Each market is geographically distinct, ensuring an atmosphere of partnership. The organization is supported by the member firms and is focused on helping each compete more successfully in their local market.

TCN Worldwide offers a wide range of tools to our members, all designed to help our members increase efficiency and provide better service to their clients. Our goal is to help our members do more business in their local markets, as well as connecting them with professionals across geographies. Ranging from on-line web applications to teleconferences to international and regional events, these tools include...

- A resource-rich members-only Intranet offering:
 - A searchable database of worldwide clients and relationships
 - An internal e-mail system to contact TCN brokers & salespeople
 - Secure extranet connections for clients & employees to share information
 - A library of “best in class” proposals for download
- Quarterly conference calls for each industry specialty group to share leads and information
- Training sessions, benchmarking tools and “best practices” sharing to assist each member firm in reaching its full potential
- Two international conventions per year plus regional meetings
- Continued independence in each member's market
- Access to promotional materials and newsletters (in addition to providing assistance in co-branding materials)
- TCN President and/or Board Members available to train brokers and salespeople in the use of TCN membership to win business

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Membership Testimonials



“I have four pending listings that were achieved based on our team efforts and our ability to ensure the seller that we were putting their asset on display on a targeted website specifically geared toward investment product. The TCN Worldwide Investment Listings emails help us secure investment property and auction listings and place those listings in the largest possible investor venue—the Internet.”

David C. Wagner, Principal & Co-Managing Director
Hanna Commercial Realty/TCN Worldwide



“Thanks to TCN Worldwide we gain market coverage we otherwise wouldn’t. I have to say that TCN’s PR team did a great job preparing me and setting up the interview with Real Estate Forum’s writer which turned into a great article about Atlanta, Richard Bowers and Co. and me. I have had a great deal of positive feedback on the article.”

Bill Johnson, Senior Vice President Land & Investments
Richard Bowers/TCN Worldwide



“Price Edwards & Company was recently able to secure two office building listings, totaling roughly \$20 million, as a direct result of our brokers emphasizing and articulating the benefits of TCN’s push marketing system of that data. We are able to take the position that the national companies in the Oklahoma City market have absolutely no competitive advantage over our locally based firm since we, via TCN, send quality investment sales data to buyers and brokers across the country every two weeks.”

Ford C. Price, Jr., Managing Partner
Price Edwards & Company/TCN Worldwide

