



A **fresh**  
**perspective** on  
Occupier Services



**Michael Garvey**  
Managing Director

## Introduction:

**Chandler Garvey has created a dedicated occupier services division in recognition of the fact that many occupiers negotiate property deals themselves, but few succeed in doing this well. In extreme circumstances this can have very serious consequences for the business.**



**Joanna Kearvell**  
Head of Occupier Services

Commercial property transactions, including sales, lettings, lease renewals and rent reviews typically involve an owner/landlord and an occupier/tenant. Most owners/landlords are professionally represented, and this is for good reason. They appreciate the need for up to date market intelligence, awareness of market conventions, knowledge of the current law and regulations and importantly what a good deal or settlement looks like.



**Jack Kempster**  
Graduate Surveyor

“Having previously been in a serviced office building where the acquisition process was very straightforward, the thought of acquiring conventional office space was daunting especially as we are so focused on developing our business at the moment and senior management time is precious. Appointing Chandler Garvey allowed us to keep focusing on the business and leave the relocation process in expert hands. What we have ended up with is office space that we are delighted with, on terms that are much better than we had anticipated and with least disruption to the business. We also have the peace of mind that there is nothing in the lease that will compromise the business later on.”

**Neal Forse from WND**

Chandler Garvey acquired 3,000 sq ft of Grade A offices in Princes Risborough for WND



Whilst an experienced business person, familiar with negotiating contracts, might feel able to undertake the work without professional assistance they will often be immediately at a disadvantage. Whilst the property sector has a good deal of transparency in terms of knowledge and information, the application of this to achieve the best results comes with special knowledge and years of experience.

We are passionate about helping businesses to improve productivity, by helping them to better appreciate the fact that having the right business premises plays a vital role in the success of a business. Equally, there are a wider range of property matters that impact a business and we have the right skills and experience to make a difference.

## Services

### Property Acquisition

Saving businesses time and money is key when acquiring new premises. Chandler Garvey Occupier Services is able to conduct a search for your premises and guide you through the myriad of issues within a lease to ensure that the business is not exposed to unnecessary costs during the lease.

### Facilities Management

Facilities management is an essential part of leasing premises and the Occupier Services department can help to save local occupiers time and money. Chandler Garvey has a proficient and experienced Property Management department which can take the hassle out of renting premises by

organising fire equipment testing, gritting the car park or ensuring tenants abide by current legislation

### Lease Renewals

Lease renewals are a key time for any business and it is important to ensure that the best possible terms are agreed with the landlord. Chandler Garvey can help save senior management time by negotiating terms with the landlord and our knowledge and experience of the local market will enable occupiers to develop focused strategies at lease renewals.

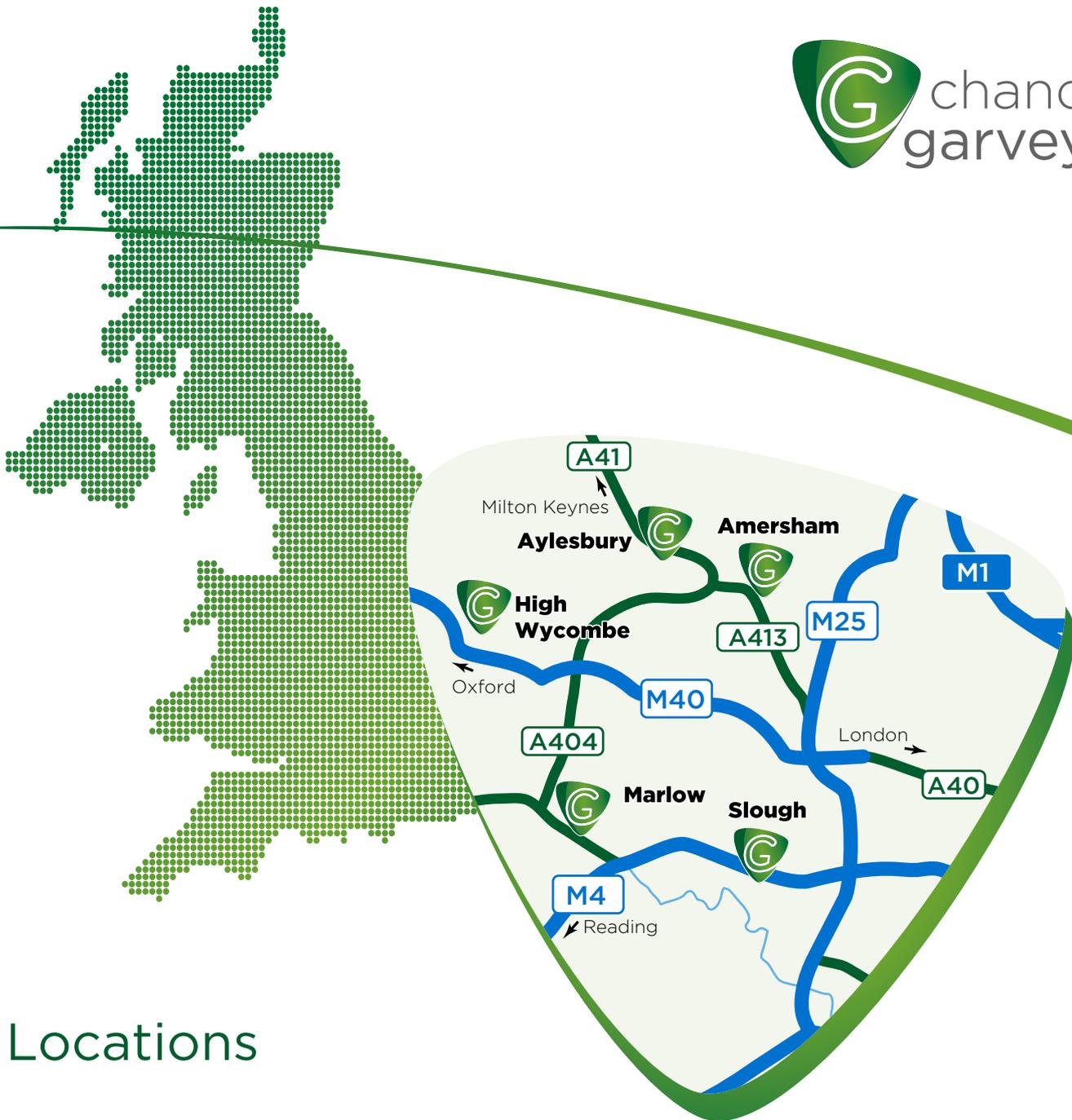
### Rent Reviews

Rent reviews are a rich source of case law and many disputes have arisen in the Courts. The hypothetical nature of rent reviews and the artificial world created by the assumptions and disregards is a minefield for all but experienced rent review surveyors and we have the skill and expertise to guide clients through this process.

### General Advice

There are many other situations where well considered property advice can help shape the direction of a business and we offer general advice, drawn from all of the specialist services we offer.





## Locations

### Amersham

St Mary's Court  
The Broadway  
Amersham  
Buckinghamshire  
HP7 OUT  
Phone: +44 (0)1494 723999

### Aylesbury

Midshires Business Park  
Smeaton Close  
Aylesbury  
Buckinghamshire  
HP19 8HL  
Phone: +44 (0)1296 398383

### High Wycombe

4 Paul's Row  
High Wycombe  
Buckinghamshire  
HP11 2XL  
Phone: +44 (0)1494 446612

### Marlow

Portland Place  
Portland Gardens  
Marlow  
Buckinghamshire  
SL7 2LR  
Phone: +44 (0)1628 902488

### Slough

268 Bath Road  
Slough  
Berkshire  
SL1 4DX  
Phone: +44 (0)1753 725700

[info@chandlergarvey.com](mailto:info@chandlergarvey.com)

[www.chandlergarvey.com](http://www.chandlergarvey.com)