Coworking *Institute*

ASSET OWNER EDUCATION · 02

FOR OWNERS SELECTING AN OPERATING PARTNER, AND THEIR AGENTS

Underwriting the *operator*.

Owners spend weeks underwriting the deal and far less time underwriting the operator who will run it. This programme closes that gap, so the partner you sign is the partner who delivers.

WHAT IT COVERS

01 **Commercial due diligence**
Reading an operator's track record, unit economics and pipeline as a business, not a brochure.

02 **Fit for the building**
Matching an operator's positioning to the asset, the location and the occupiers you want.

03 **Enterprise readiness**
The IT, access control, security and service standards enterprise occupiers expect.

04 **Promise against delivery**
The measures to watch once the space opens, and the early signs a turnaround is needed.

05 **Running the selection**
Shortlists, scorecards and reference checks, run alongside your agent.

WHY NOW

Flex is a consumer product run inside a financial asset. A strong financial case says little about whether an operator can fill the space, keep members and meet the standard your building needs. Too often the gap shows only after the operator starts to underperform.

FORMAT

DELIVERY
Live online, small cohort

LENGTH
Four sessions

ALSO AVAILABLE
As a private in-house training for your team

PLACES, IN-HOUSE COHORTS AND PARTNERSHIPS

Start the *conversation*.

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