FOR OWNERS, ASSET MANAGERS, AGENTS AND OPERATORS

The operator *interviews*.

Long-form conversations with leading flex operators, asking the questions an owner would ask before signing with them.

EACH CONVERSATION COVERS

01 **The founder's story**
Why the business exists and how it has changed.

02 **The commercial model**
How it makes money, and the structures it will and will not sign.

03 **Working with owners**
What a good partnership looks like from the operator's side.

04 **Performance**
How they measure a space, and what they do when one struggles.

05 **What they would change**
The mistakes worth learning from someone else.

WHY NOW

Few people read a hundred-page market report. Owners learn faster from operators talking frankly about their model, their numbers and what went wrong. The same operator can be asked different questions for owners, agents and fellow operators.

HOW IT RUNS

FORMAT
Monthly interview

ACCESS
Institute members first

ALSO AVAILABLE
Clips and a briefing

PLACES, IN-HOUSE COHORTS AND PARTNERSHIPS

Start the *conversation*.

coworkinginstitute.com/asset-owners

Coworking *Institute*

© 2026 The Coworking Institute