





Retail Strategies
is a team of
retail
real estate
professionals.

We work with
communities to
tell their story
in a way that
matters to
retailers.



3
Offices



30
Team
Members



128
Partners



5:1
Staff to
Client Ratio



150
Years of
Retail Real
Estate Experience



1 Goal
Create Success
for
Our Clients

National Retail
Federation study
shows that one in four
jobs are retail related.

Retail's Impact

1 in 4 jobs are Retail



Average Wages*

Full-time
Non-Retail Workers
(25-54 years old)

\$37,968



Full-time
Retail Workers
(25-54 years old)

\$38,376

*2016

#trendingnow

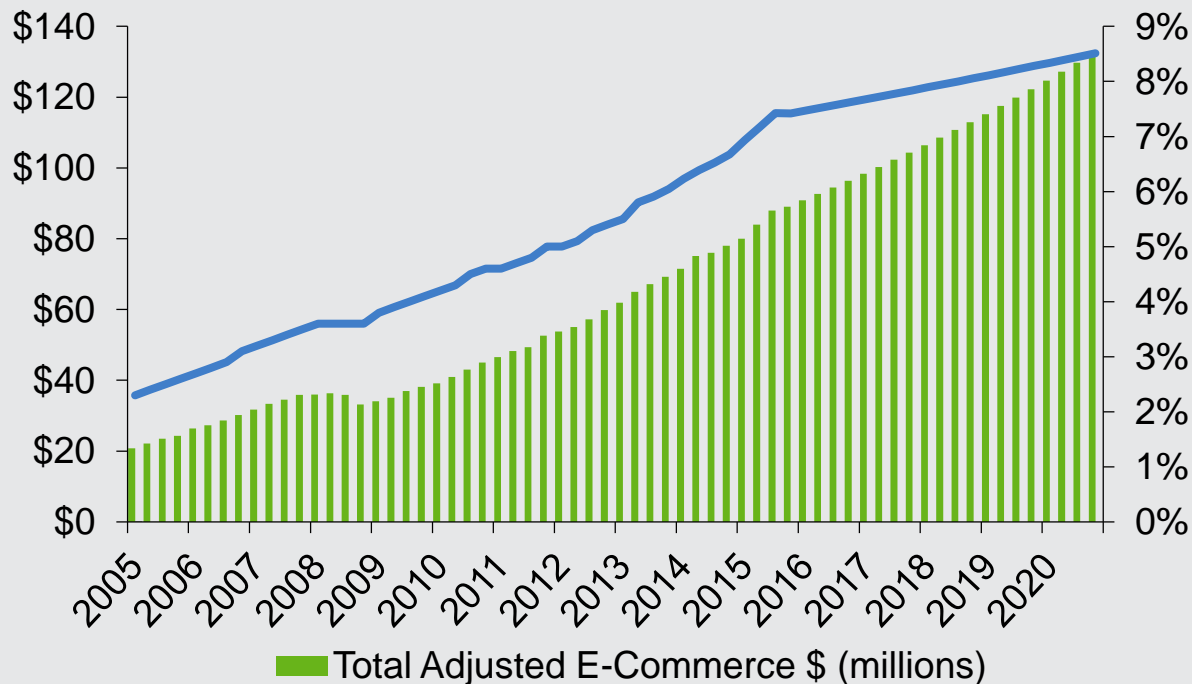


millennials

all the buzz today

e-commerce

Less than 9% of Retail Sales are Online



E-Commerce

Less than 9% of overall retail sales are online per the US Census Bureau. It's the fastest growing trend in sales, but still a small percentage. Electronics and appliances trend around 20%, apparel around 9%, home products and sports around 6%. The lowest percentage of online sales are in food, automotive, home improvement and personal care.


rise of the millennial

83 Million Millennials (1982 -2004)

75 Million Baby Boomers (1946-1964)

63 Million Gen X (1965-1985)





Over half of **MILLENNIALS**
said they would rather give up thier
SENSE OF SMELL
than their **TECHNOLOGY.**

~ Rosetta

COME IN AND TAKE ADVANTAGE OF THESE OTHER FANTASTIC VALUES!

INTRODUCTORY SPECIAL!

TANDY® 1000 TL/3 Computer System

Save \$670
\$1599

Low As \$10 Per Month • Reg. \$2269.95

- 286-Based PC Compatible
- Color Monitor
- 20MB SmartDrive™ Hard Drive
- Easy-to-Use 10-in-1 DeskMate® Software #25-1003/1043/1045/1138

BONUS PACKAGE

- Lotus Spreadsheet For DeskMate
- DeskMate Q&A Write
- Quickan
- 2-Button Mouse

VHS Camcorder

Save \$100
\$799

Low As \$20 Per Month • Reg. \$899.00

Realistic Model 102 includes video light for indoor shooting, 2-lux sensitivity. With accessories, #16-891

3-Way Speaker With Massive 15" Woofer

Save \$110
\$14995

Low As \$10 Per Month • Reg. \$1599.95

Optimus Match Two® system pumps out bass you can feel, 4" horn tweeter, 5" midrange, #43-1010

Mobile Cellular Telephone

Save \$100
\$199*

Low As \$10 Per Month • Reg. \$299.00

#17-1076

Deluxe Portable CD Player

Save \$40
\$15995

Low As \$10 Per Month • Reg. \$199.95

Realistic CD-3250 has 16-selection memory. Headphones extra, #43-1017

Tiny Dual-Superhet Radar Detector

Save \$60
\$7995

Reg. \$859.95

Road Patrol XK® detector lets you drive with confidence. Separate X and K-band tones, #22-1021

Compact 10-Channel Desktop Scanner

Save \$30
\$9995

Low As \$10 Per Month • Reg. \$129.95

Realistic PRO-57 lets you catch the news as it happens! Hear police, fire, rail, military, lots more, #30-106

Mobile CB With Channel Controls on Mike

HALF PRICE!
\$4995

Reg. \$99.95

Realistic TRC-430 lets you get highway info or help—you'll never have to drive "alone" again! #21-1014

Our Easiest-to-Use Phone Answerer

Cut 17%
\$4995

Reg. \$59.95

DUPONE® TAD-241 answerer is ready to use—just plug it in. Has built-in announcement, #43-395

Handheld Voice-Actuated Cassette Tape Recorder

40% Off
\$2995

Reg. \$49.95

Realistic CTR-85 makes an excellent "note-taker" for students, secretaries or executives, #14-1006

20-Memory Speed-Dial Phone

Cut 33%
\$2995

Reg. \$44.95

Radio Shack ET-292 "Bea-Phone" is ideal for home or office. Tone-pulse, #43-100, #43-102

Check Your Phone Book for the Radio Shack Store or Dealer Nearest You

PRICES APPLY AT PARTICIPATING STORES AND DEALERS

Most Major Credit Cards Welcome



13 products
advertised by Radio
Shack in 1991

\$3,055 in 1991

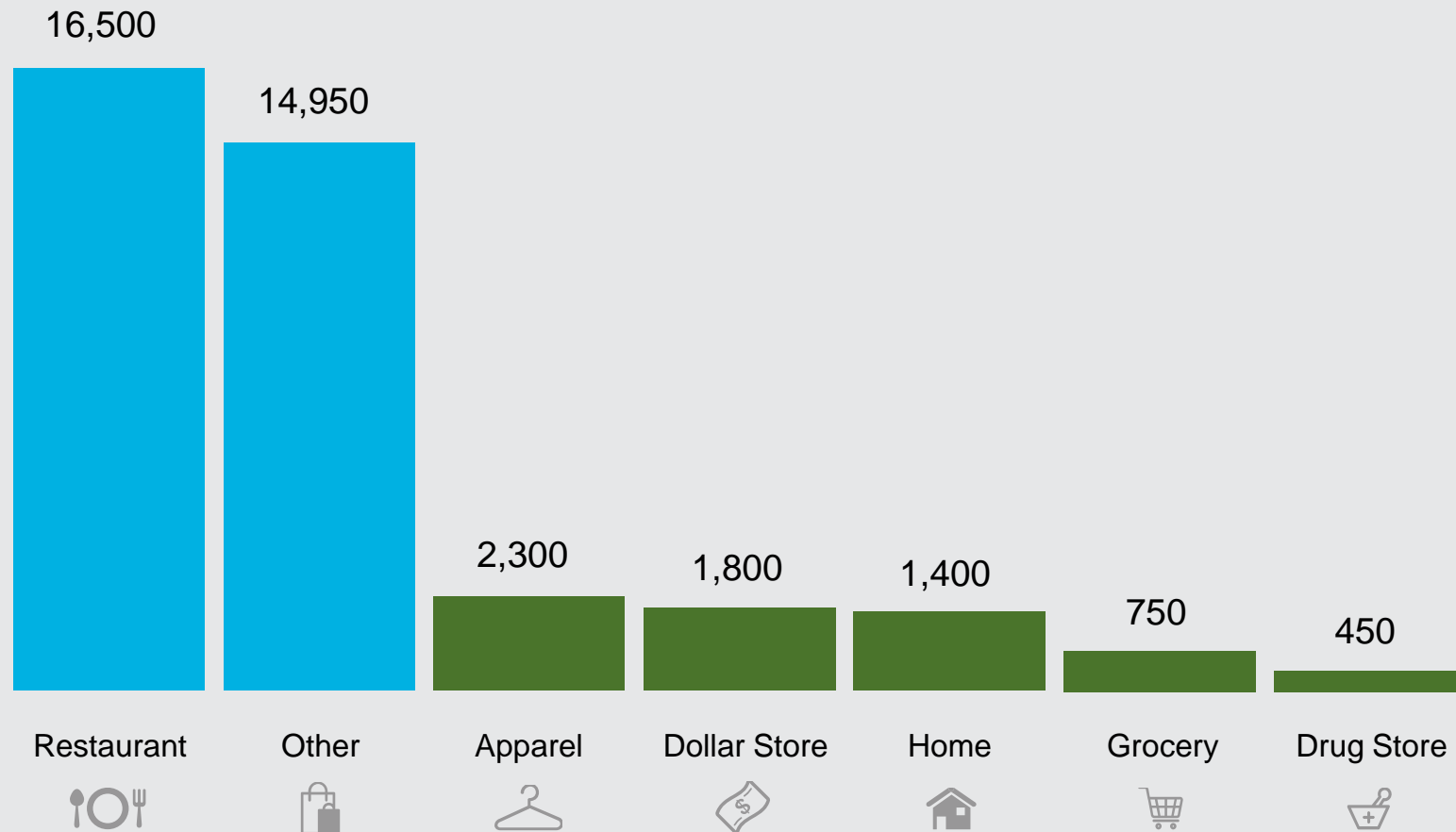
\$6,000+ Today

technology trends

Expansion & Closures



2016 Expansion



Debunking the Retail Apocalypse



 **Payless**
SHOESOURCE



DSW
DESIGNER SHOE WAREHOUSE®

 **FAMOUS**
footwear

SHOE SHOW

SHOE DEPT.

SHOE DEPT.
ENCORE

SHOE SHOW
MEGA STORE

**RACK
ROOM
SHOES**®

**SHOE
CARNiVAL**®


SKECHERS®

best practices for retail recruitment



retail strategies

our process



discover

interpret

connect

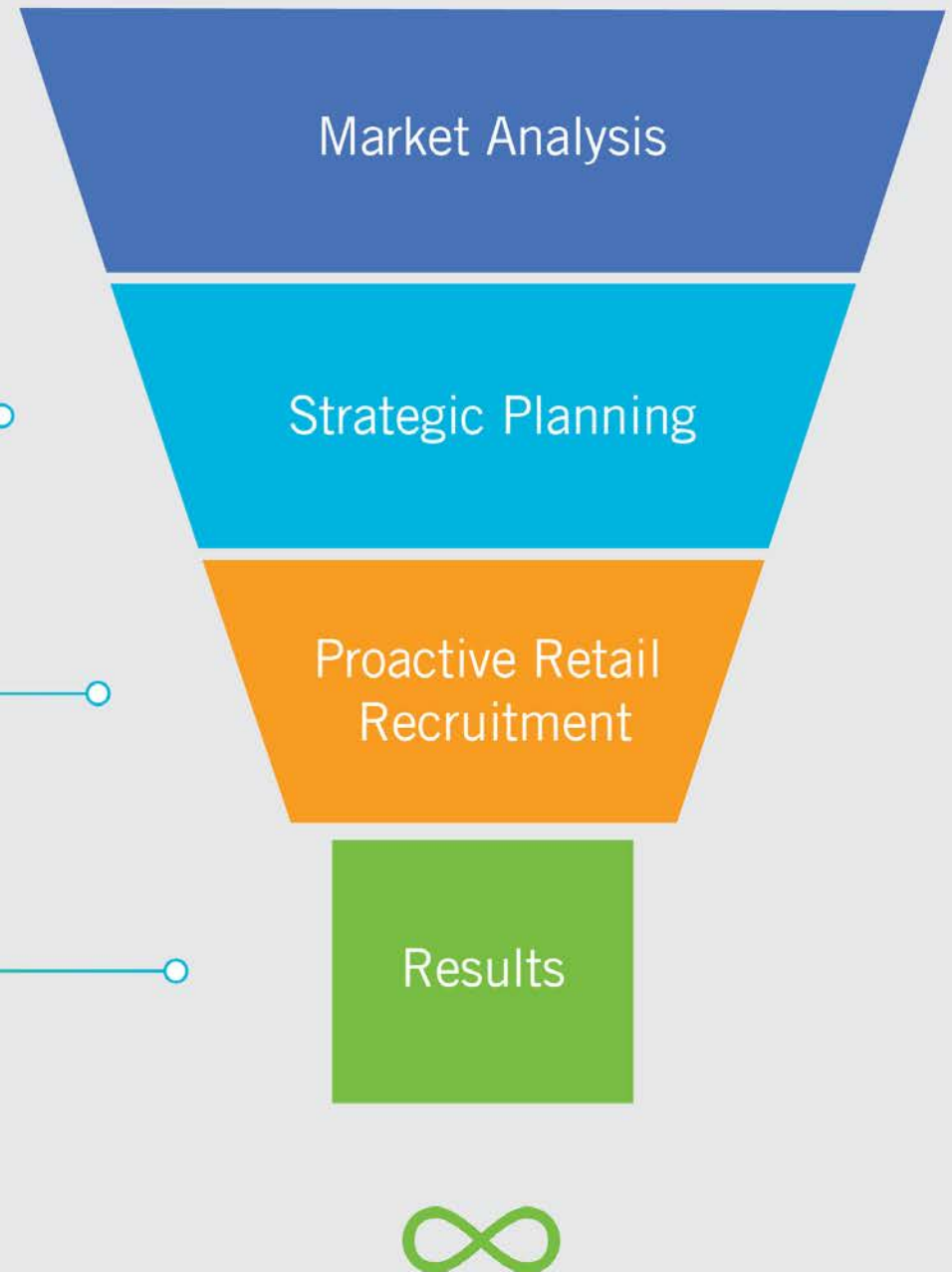
grow

1

2

3

4



1



2



3



4



discover



interpret



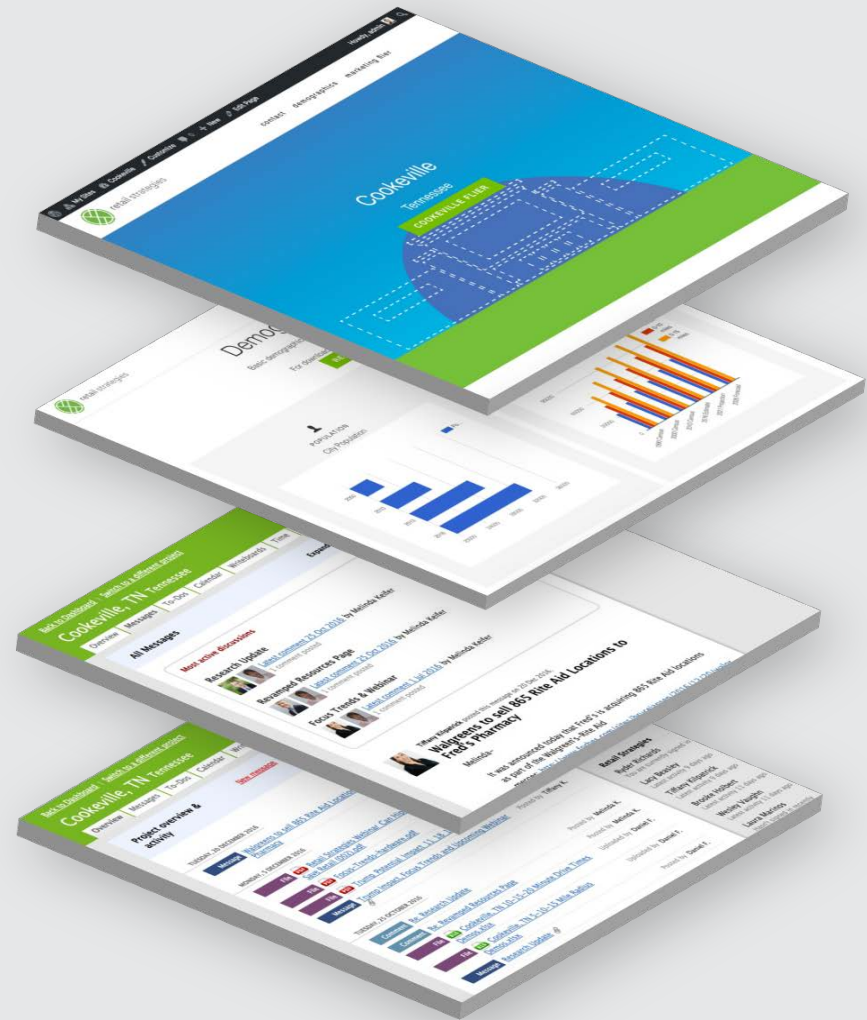
connect



grow

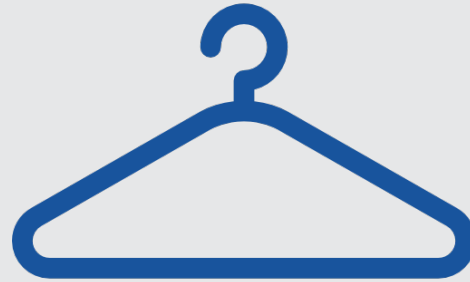
Interpret the Data

Big data is quick and easy. Turning Big Data into information you can use is a challenge, expensive and time consuming. Do your homework before investing in data.





Grocery



Apparel



Health &
Wellness



Restaurants

Discover: Top Categories for Recruitment



interpret



connect



grow

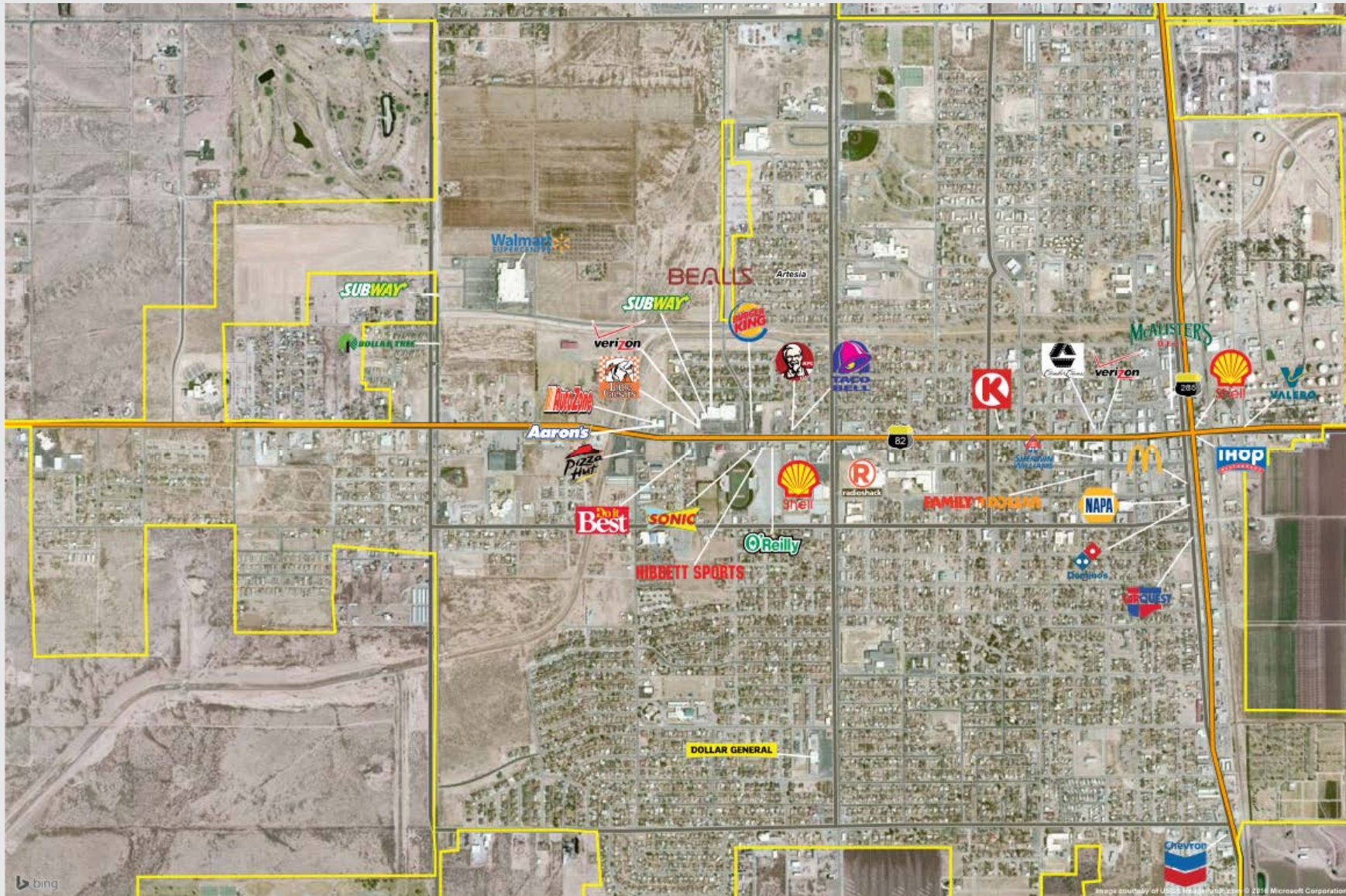


boots on the ground

You are the boots on the ground
in your community. Contact your property owners and
agents. Learn as much as you can about the sites.



Current Retail Overview





connect

Conference Attendance



Connect with industry decision makers through International Council of Shopping Centers. Public Sector receives a discounted membership of \$100/year. Dozens of networking events are held with thousands of retailers, brokers, developers and communities in attendance. .



grow

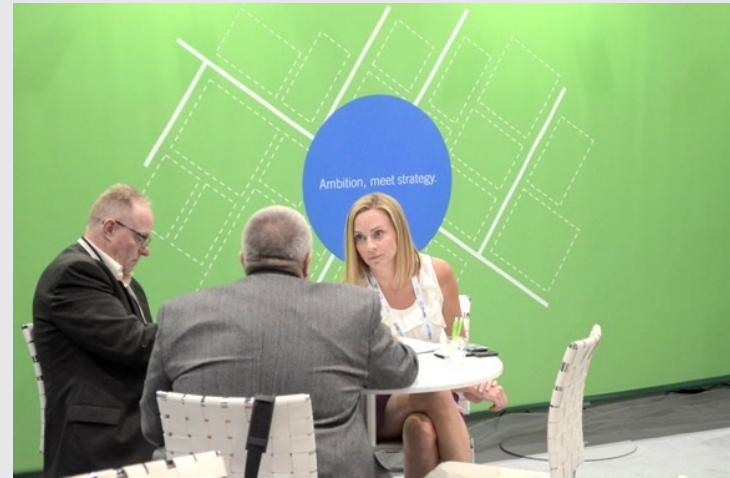
Community Preparedness

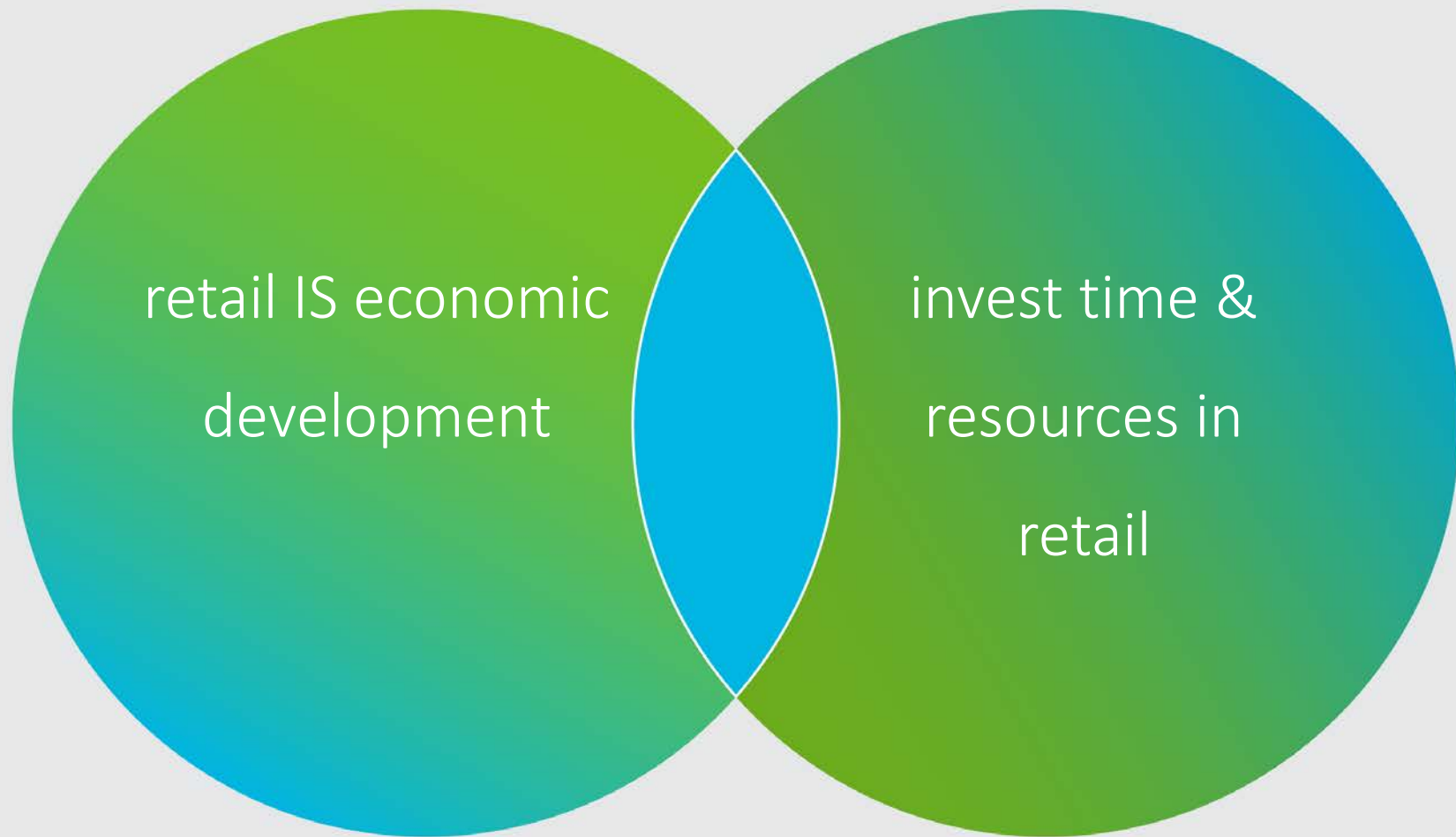
No one knows your community better than you.

The knowledge you have that saves the industry professionals time, is your most valuable asset.

Stay in your lane. Know what you can and can not control. Add value by providing the right information quickly. Have the information prepared in advance.

Do your home work before prospecting and follow up as promised.







It's not just about what we are going to give to you, it's about what we are going to build **together**.

We need you to be a part of that journey.

~ **Robert Jolly**, *CEO*

