



360 NEWS & VIEWS

AUGUST 2017

Grateful List & Why BT360?

Workplace Wellness

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Planning Your Next Office

Career Development

Deal Of The Month

We Are Grateful.

This month we are extra grateful for:

- ◆ Andersen Tate and Carr Team – Jonathan and Robert
- ◆ Chip Allen
- ◆ Dylan's Baptism – Yeah God!
- ◆ Ginger and our Marketing Team
- ◆ Gwinnet Chamber Chairman's Club Team
- ◆ Mountain View Middle School Softball



Why BT360?

We love when we hear something catching on in business, or as the Millennials say, "That's a thing." So if it's a thing, we wanted to share the benefits of working with the Business Transition 360 team when you are faced with major or minor furniture project challenges.

Resource #1: The space design aspect. The picture below of the yellow and gray lounge facility was completed by one of our designers.



Resource #2: Saving money and time. The picture below is of a very basic office template we put together for another client this week trying to SAVE money while opening offices throughout the southeast. We invested 25 hours to get it right for the client.



Resource #3: Relocation Planning Checklist. This checklist is one of the main things we ask our clients to refer back to in order to complete a successful business transition. Many of our clients who partner with us contract us for 25% of the going rate for move management and end up saving \$15,000 to \$25,000.

Resource #4: Our Manufacturer Representatives. While many furniture companies offer this furniture line, we actually lead with it and are one of Atlanta's top sellers of this line as well as Compel, a sister line! This is because we have the very best Manufacturer Rep available, Steve Alvarado, who has been furnishing offices for 35 years.

Resource #5: The fifth resource we can bring to your company is the Business Transition 360 Decommission Management and Liquidation

Marketing Program, a program recently used by Coca-Cola and other clients. The needs vary, yet the goal does not. "Empty my building by lease termination date to avoid any rent penalties."

Here is what most businesses are faced with when trying to manage a decommission alone without the resources of BT360.

◆ **Liquidators** – They are often more focused on how quickly they can remove it and reduce cost to obtain furniture inexpensively. Liquidators don't always broom sweep buildings, nor do they have the expertise to complete cleanup of voice and data, paint walls, fill holes or repurpose technology assets.

◆ **Movers** – They often attempt to become a liquidator or liquidation management company. Movers are not qualified to manage liquidation projects, as we receive countless calls from movers to buy furniture they are trying to remove from buildings.

◆ **Installers** – They often seek to become a liquidator or liquidation/decommission management company. Installers often are not insured or licensed to manage liquidations nor do they have facilities to store the assets if unsellable.

◆ **New Furniture Companies** - New furniture companies often have large overhead costs or reps who only make money selling new furniture, hence no incentive to flip old furniture assets.

◆ **Property managers** – Property Managers are qualified as they own or represent the ownership of the buildings. There are those real estate management companies whose management cost might substantially reduce your return on investment for marketing and selling your business assets.

We are not suggesting that these are all bad resources, we are simply suggesting that we have a better, and proven solution to reduce or eliminate your risks and have a proven success record for decommission and liquidation management. If you contact us 12 months prior to a move, you are guaranteed a no-cost removal contingent upon condition, move services required, new furniture required, and the value of the assets relative to the overall monthly lease cost.

In summary, there are many ways to plan and execute an exit from your current space with many great companies to assist. Consider evaluating our process any time so when you do begin the transition process, you have all the facts on furniture value, logistics, trade allowances, varying costs, and why starting as much as 18 months before a planned move can save you thousands of dollars in relocation, transition, and decommission dollars!

Workplace Wellness.

In a book titled Workplace Wellness that Works, Laura Putnam covers ten steps to take to keep infusing well-being and vitality into your organization's workplace. Here are four of the ten steps summarized:

Step One: Shift focus. "Create meaning that explores the tangible ways to shift from incentives and go deeper by connecting with our intrinsic, human needs. By creating alignment between the purpose of the individual and the purpose of the organization, your wellness movement will have the framework to last," states Putnam.

Step Two: Make a plan. "Discuss tangible ways to change the environment through nudges and cues that promote wellness throughout the organization. This chapter helps you continue to evolve the culture of the organization to authentically support and sustain individuals' efforts to integrate well-being into their daily activities," states Putnam.

Step Three: Promote discussion. "Discuss the importance of fostering a growth mind-set to nurture ongoing support of wellness for individuals, teams,

and for the organization as a whole," states Putnam. Step Four: Branch out. Go global and discuss how to grow the movement across international branches of your organization. Even if you are a domestic organization, you can take a global outlook for unexpected answers.

If you'd like a copy of the entire book, call us today, and we'll gladly send you a copy!



Office Trends.

Healthcare waiting room design has been a topic of discussion among people across the country, and researchers partnered with the Southeast Major Academic Medical Center to examine healthcare waiting room behavior to promote discussion of a shift to a more stabilized and well-suited environment for patients. According to researchers, the three main focuses were on identifying patterns in seat choice, analyzing connections between environmental variables and patient experiences, and understanding needs and expectations of waiting room inhabitants.

After observing 75 behavior maps over the course of five days, researchers noted three specific shortcomings:

- ◆ Lack of seating with informational sources close by
- ◆ Lack of space for personal belongings
- ◆ Lack of privacy from other patients in the waiting room

These researchers noted the research outcomes and devised a plan to transform the space into a more welcoming environment. In addition to new furnishings and an updated layout, space converters created a patient waiting room that consisted of wider seats to provide more separation from strangers, family/group seating

areas, ergonomic chairs for post-operative patients, more seating with views of informational sources and windows, communal table to support activity requiring a surface, and a coffee bar.

After the post-modifications study was conducted, the results compared to the pre-modifications study showed a positive trend across various experimental measures. A simple change in layout and furniture can make all the difference for patients, clients, customers, or employees.

The information from this article was derived from Michelle Ossmann's article in Facility Executive, titled Healthcare Waiting Room Design.



Planning Your Next Office.

While planning your next relocation project, allow us to help you save time, money, and long term operating costs.

As many of us are aware, the commercial real estate market in Atlanta is on fire, therefore, office space is all the rage. Obviously, real estate agents are doing all they can to fill spaces, gain spaces, get creative with deals to keep tenants in spaces, and help tenants and landlords in any way they can. The good news is that our team here at BT360 can help you significantly with any scenario you experience when it comes to real estate or office space.

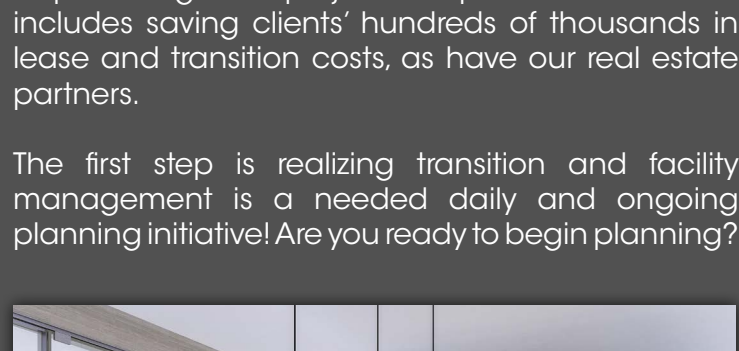
So, you're considering an upgrade for any number of reasons.

1. Need more space for staff
2. Need better labor resources
3. Need to refresh your space
4. Need to merge with another company
5. Need to get out of an old or sold building

Don't put this off. Make it a priority. Form a stakeholder and strategy team, engage a real estate expert, engage a furniture and space planning company (BT360), and create a plan (3, 5 or 10-year) for what

makes sense financially. Your biggest short and long term issues are labor cost, lease cost, and transition cost, so creation of a specific plan for each of these issues can substantially reduce the stress and time required to get the project completed. Our success includes saving clients' hundreds of thousands in lease and transition costs, as have our real estate partners.

The first step is realizing transition and facility management is a needed daily and ongoing planning initiative! Are you ready to begin planning?



Career Development.

#WatchWhereYouSit has become a trending conversation on LinkedIn among a variety of professionals. Where you sit can actually influence your work performance for many reasons, believe it or not. According to conversations help on LinkedIn about this topic, sitting next to a high achiever at work has potential to increase our performance by 3-16%. The study also found that having quality employees seems to raise the bar for every one of their co-workers, especially in creative fields. Do your colleagues and co-workers inspire you? Join the conversation here: <http://bit.ly/2v6IEPO>.



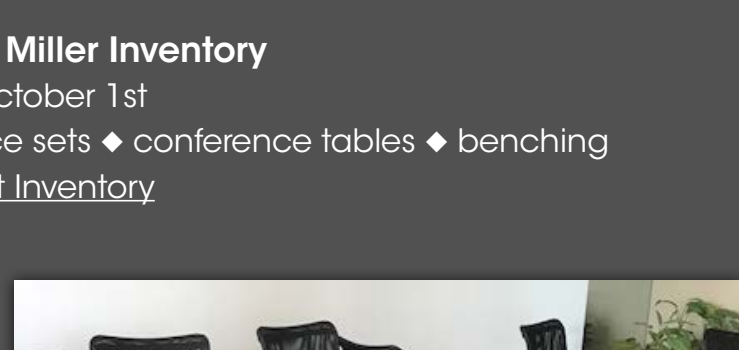
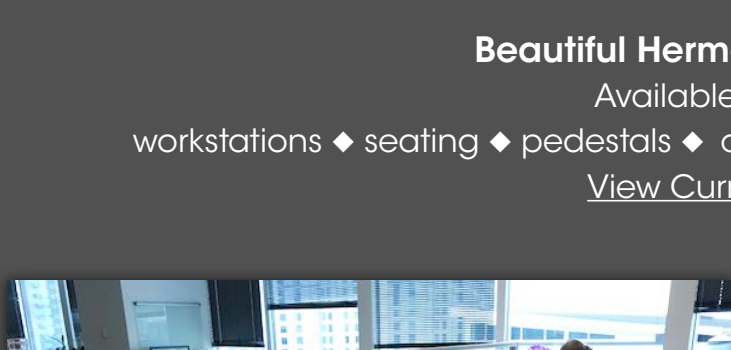
Deal Of The Month.

Beautiful Herman Miller Inventory

Available October 1st

workstations ◆ seating ◆ pedestals ◆ office sets ◆ conference tables ◆ benching

[View Current Inventory](#)



Our Mission & Purpose.

Our Purpose and Mission: Serve clients, partners and suppliers in an honorable, integrity-driven way using our God-given gifts to provide creative, ergonomically safe work environments to help clients recruit and retain great employees and clients.

We hope to serve clients that share our spirit of giving back using retiring business assets to help charities by donating or reselling assets on behalf of our clients when providing our single source solutions. Our Newsletter and social media platforms are created to provide monthly content and ideas to become a trusted advisor in the facility and furniture solutions industry.



ADD US TO YOUR NETWORK, WE'LL SHOW YOU A NEW SOLUTION.

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Become an Office Angel

Defuse Workplace Stress

Browse Our Inventory

See Financing Options

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