



Members Respond to the Coronavirus Challenge

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What's the biggest work/COVID-19 challenge you're facing this week?

Managing and balancing clients expectations regarding negotiating better deals while landlords are scrutinizing credit more than ever to make those deals.

What's the current situation in your city relative to opening non-essential businesses?

Dallas has staggered the openings as have many. The first to open at 25% were restaurants nail and beauty salons, followed by gyms and most recently bars and tattoo parlors. On Friday (22 May) some go to 50%.

How do you think COVID-19 will bring about permanent changes in corporate real estate and workplace strategy?

We now know what we can successfully do at home and from work. As long as productivity is not impacted, I believe there will be a combination of work from home and office for certain job functions. What will be interesting to me is that workers who earned the right to have their own hard wall office space may over time, lose that privilege if they choose to spend the majority of their time working from home.