



Retail Recruitment is Economic Development

Retail Recruitment

Retail Strategies dedicates Real Estate Professionals to your community to perform the heavy lifting of retail recruitment. We leverage our extensive experience and connections to position your community in front of expanding businesses.

Extending Your Team

Retail Recruitment is a complex, time-intensive effort. Acting as an extension of your team, we are built to scale so that we can connect with all parties locally and nationally to position your market for success.



"I've worked with retail consultants before, and they helped with demographics and statistics, but it was nothing like the partnership we have with Retail Strategies. I have a team of experienced retail recruiters who assist us with the things we are unable to do. It's like having another whole department in our office."



Carolyn Gibson,
Executive Director,
El Campo, Texas



Beyond Data Active Recruitment



Real Estate Analysis

Finding the right site is critical. Every retail site in your market will be cataloged - shopping centers with vacancies, land ready for development, and underutilized retail space will be assessed by a licensed real estate professional.

Data Analysis

The first step is to understand who your consumers are and where they live. Using mobile data and other datasets, we uncover where people are coming from and their buying power.

Creating a Strategy Unique to Your Community

Based on your data and real estate assets we will develop a Retail Recruitment Strategy with specific restaurant, grocery, home improvement, entertainment, and hospitality targets.

National Recruitment and Representation

Your community will have a dedicated team implementing the Retail Recruitment Strategy by connecting with retailers, brokers, property owners, tenant reps, and other industry players to get new retail open in your market.

DISCOVER

We are an investment for your community.

- Retail GAP Analysis
- Peer Community Analysis
- Mobile Data Collection
- Real Estate Analysis
- Retail Strategy & Prospects
- Marketing Guide

CONNECT

We make sure your community's story is heard.

- Boots on the Ground
- Conference Representation
- National Representation
- Retailer Outreach
- Developer Outreach
- Property Owner Outreach

ADVANCE

We multiply and enhance your staff.

- Ongoing Retail Recruitment
- Reporting to City Leaders
- Feedback from Retailers
- Real Estate Advisor
- Community Development