

# How we partner with brokers

As the largest premium flexible workplace provider, we help modern companies of all sizes be both efficient and effective by creating workplace experiences designed to drive productivity. Leading the industry in performance and customer satisfaction, we make it easy to place your clients in workspaces that fit their needs and keep them happy as they grow.



## OUR PRODUCTS

Our premium, flexible workspaces deliver the best of both worlds — the service and flexibility of coworking, plus the privacy and customization of traditional offices.

### FOR HYBRID WORKERS

#### Access

A flexible membership for hybrid workers with open workspace booking and private offices on-demand.

### FOR SMALL TEAMS: 1-20

#### Offices

Move-in ready private offices with access to shared amenities, common areas, and on-demand meeting rooms.

### FOR LARGE TEAMS: 15+

#### Suites

Move-in ready, dedicated suites configured to your needs with private meeting rooms or executive offices.

## BENEFITS FOR YOU



Close deals faster



Earn more commission



Grow client relationships

## BENEFITS FOR YOUR CLIENT

### All-inclusive experience.

We take care of designing, equipping, and staffing so that your client's experience is fully turnkey from day one.



### Workplaces that drive engagement.

Our spaces are built to bring out the best in every team — including collaboration spaces, conference rooms, and focus areas.



### Customized to each team.

We bring your client's brand vision to life. Clients choose custom branding and design packages to make the space their own.



### Flexible solutions grow with your client.

Adapt to the changing needs of teams with flexible space configuration to match every workstyle.



### Global network in 65+ cities.

As an Industrious member, your client will get access to our global network of 160+ locations (and growing).



# #1 in customer satisfaction



70

Highest workplace customer NPS score in the industry

95% yelp\*

Industrious locations with 5-star reviews

## FAST DEALS, TIMELY PAYOUTS

If your client signs a deal at new launching US location, you will earn:

- 1-12 mo | 15% of membership fees
- 13-36 mo | 2% of membership fees

If your client signs a new agreement, you will earn the greater of either:

- 1-12 mo | 10% of total contract value
- 13-36 mo | 2% of total contract value
- or, 5% of total contract value

If your client signs an expansion, you will earn:

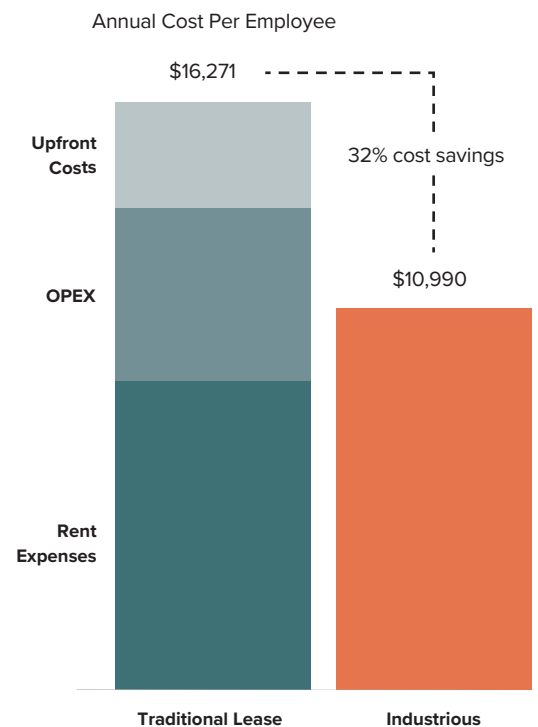
- 1-12 mo | 10% of membership fee growth
- 13-36 mo | 2% of membership fee growth

If your client signs a renewal, you will earn:

- 2% of total contract value on all additional months

## The Industrious difference

Traditional Lease vs. Industrious	Traditional Lease	Industrious
Flexible lease terms (1-3 years)		✓
Upfront capital investment (build-out costs, security deposit, furniture & fixtures)	✓	
Ability to scale up (or down) with headcount variability		✓
Fully-managed workplace experience includes everything from leasing to workplace design and management		✓
All-inclusive operational costs (office cleaning, maintenance, supplies, food & beverage)		✓
Dedicated Member Success Manager ensures company is happy and productive		✓
Increased employee engagement by 2.5X average score		✓



Based on annual costs per employee. Includes rent, operating expenses, upfront costs (buildout/design). Based on blended average of top 10 US cities.

GET IN TOUCH

[industriousoffice.com/brokers](https://industriousoffice.com/brokers)

**INDUSTRIOUS**