



What is **TeamPAR** best at? Good question. We believe that what **PARflooring & PARsolutions** is best at are the core fundamentals that make us different.

- We add value by increasing our clients ROI by employing our proven Value Engineering practices.
- We are Educated Dealers that are leading the industry in product knowledge.
- We are Client Centric & Team Driven --- solving our client's unique challenges by truly listening.
- And of course we specify, supply and install Flooring & Cost Controlled Interiors!

Here are 4 Ways We Can Add Value to your Space and Make your Busy "To Do List" Easier:

1. Paint & Floor Face Lifts

PARsolutions can orchestrate this turn-key service painlessly, inclusive of furniture movement, cubicle lifting, old flooring removal, phasing and off hour installation scheduling.

2. Creation of Design Boards and a Cohesive Plan

PARsolutions makes your 5 year renovation planning look like it was done at one time and ensure you stay in budget over the course of your staged renovations.

3. Maximize your Space

PARsolutions can help you maximize your square footage and help you re-purpose areas as your staff grows or needs change.

4. Small Spaces

PARsolutions adds value to general tenant areas or corporate offices by taking underutilized areas and turning them into unique places for people to brainstorm or decompress.



PARflooring has been a leader in the commercial flooring industry since 1992 and enjoys helping our clients increase their "ave factor" while remaining in budget. We enjoy adding value and helping improve the quality of commercial interiors --- one project at a time. How can we help you?

Have you Seen TeamPAR's 2016 Business Crushes on LinkedIn?

Each year **TeamPAR** enjoys hand picking 12 people in our industry that we respect for their knowledge, years of experience, philanthropic efforts, ability to mentor, for being a great client or just a long standing friend to **TeamPAR**. Fun, right?

TEAMPAR'S CRUSH OF THE WEEK



The first 6 Business Crushes of 2016 are....(drum roll please.....)

1. [Patty Smith of Drew University](#)
2. [Mike Walsh of Corporate Contracting, Inc.](#)
3. [Helen Livingston of The Lawrenceville School](#)
4. [Taryn Orama of Nestle Nutrition North America](#)
5. [Perry Cirigliano of Patcraft](#)
6. [Kristine Hurlbut of Denholtz Associates](#)

Check them out! We think you too will agree... They are all fantastic! Stay tuned to discover who our Business Crushes 7 - 12 will be...Perhaps it will be you!



Karen's Corner

Happiness Helpers

"Be believing, be happy,
don't get discouraged.
Things will work out."

Follow @TheHappinessHelpers on Instagram

It is an election year and the politics are like nothing we have ever seen before! At times I feel like I am watching a Saturday Night Live episode, but then remember this is real life and will trickle down and affect our local economy in a very real way. Election years are notorious for bringing in an odd business climate since people do not like to make decisions at a time of uncertainty. We have seen job starts rise but the banks have started to pull back and slow down on project financing and the stock market was one scary roller-coaster ride during the first quarter of 2016. So, is it "Time for Seat Belts"? Are storm clouds brewing with perhaps another recession on the horizon? I hope not.

I am not an economist. I am an entrepreneur who sells flooring and commercial interiors for a living. I work hard and choose to never lie, cheat or steal. I was taught by my father that a hand shake means something when I commit myself to a project or deal. These are the standards that **TeamPAR** lives by. None of us have a magic ball and can predict who will become our next President of The United States, but let's keep our chins up and see the glass half full and not get discouraged. Things will work out for those of us with our eyes wide open who have been readying for battle!

Here are 2 CRE Narratives Worth your Time:

1. NAI James E. Hanson Office Leasing Report focused on the Upper Parkway Submarket in NJ. Judy A Troiano discusses the high vacancy rates of Montvale and the general suburban office building struggles. Timely and interesting!
[Learn more>>](#)



2. JLL: Top 10 Global CRE Trends for 2016. I loved page 4 --- all about the employee experience. They report that, "**Happy employees have, on average, 31% higher productivity; their sales are 37% higher - their creativity is three times higher.**" WOW! Read the whole report, fascinating statistics!
[Learn more>>](#)

