

## INSIDE THIS ISSUE

- 1 The Art of Negotiation
- 2 Take Your Power Back
- Client Spotlight: Derrick Denis
- 3 Pros and Cons of WELL Building
- 4 Will Graphene Change the World?

## THE NEXT GENERATION OF BATTERY TECHNOLOGY WILL GRAPHENE CHANGE THE WORLD?

How would you like to charge your smartphone, tablet, or laptop in a matter of minutes? Thanks to new advances in graphene technology, this reality is right around the corner. Instead of waiting a couple of hours or longer, all you'll need is 15 minutes. Charge your phone during breakfast, then when you're ready to head out the door, so is your device.

Leading the charge behind this graphene breakthrough is Chinese tech company Dongxu Optoelectronics. They recently revealed an experimental graphene battery, the first of its kind. Graphene is a form of carbon. On the atomic scale, it looks like a honeycomb lattice. It's 100 times stronger than steel, highly flexible, and extremely efficient at conducting electricity. Some have called it a miracle material.

Dongxu's battery has a 4,800 mAh capacity. For comparison, the iPhone 6 has a 1,810 mAh



lithium-ion battery. In the average smartphone, a 4,800 mAh battery would net you several days of use between charges. Even better, the company said their battery could be discharged and recharged 3,500 times before the user noticed a drop in battery life. This is several times more than current lithium-ion batteries, which last 300–500 charge cycles before declining in battery life.

This breakthrough may also pave the way for more flexible devices. Graphene batteries can bend and twist without being damaged. Pair this with advances in flexible screen technology, and who knows what is possible? While graphene batteries are still a few years off, the potential for the new technology is huge.

# THE ART OF NEGOTIATION

## How I Provide My Clients With Every Resource They Need

Some people are born negotiators. I am not. But I recognize the value of being able to negotiate. That's why I made a point to include negotiation as part of my continuing education courses. It has allowed me to solve countless problems for my clients.

Recently, I was called in to help advocate for one of my clients facing a serious problem. My client, a cellphone company store, was getting ready to move into a retail space in a local strip mall. While renovating the space to fit their preferences, they found mold within one the of the walls that spanned a 4-by-100-foot patch of wall.

The owner of the strip mall promised to fix it right away. Apparently, his idea of fixing it was to just paint directly over the mold before installing new insulation. It's a truly cringeworthy solution, if it can even be called a solution. At this point, my client's facility manager brought me in to inspect the space.

"Are we good to go, Travis?" he asked. I told him no. Of course we weren't.

Again, the owner went back in. This time, he scraped off the new paint and only some of the mold before putting the wall back up. They told my client they were good to go. My client checked with me, and I had to let them know that, once again, they were nowhere near ready. Looking at the problem, I knew they would need to remove at least 4 feet of the wall to fix the problem.

Finally, we arranged a meeting to discuss the situation. The contractor hired by the building owner insisted that, because it was dead mold, there wouldn't be a problem. However, when it came to people with allergies or

**Even during my drive to that meeting, I was thinking about what I needed to do or say to make sure my client got what they needed.**

asthma, it didn't matter what state the mold was in. Just breathing in any spores could make them sick.

"If you want to take care of this correctly, you need to cut through the stucco and remove at least 6 feet of the wall," I told them, intentionally giving them a greater estimate than needed. As I expected, the owner was not a fan of my assessment.

"Is there any way we could do 2 feet instead?"

After negotiating, we eventually settled on 4 feet — which is what I wanted right from the beginning. The property owner finally committed to getting the job done right so my client could move into their new space. This is just one instance of many where my learned skills as a negotiator have paid off.

I wasted no time and signed up immediately when I found a course that could teach me how to better negotiate. That course has more than paid for itself, now that I've learned what to look for and consider before going into



a negotiation. Even during my drive to that meeting, I was thinking about what I needed to do or say to make sure my client got what they needed. In that circumstance, I knew I would need to ask for a lot more — just to get what I needed to fix the problem.

It's amazing to think that, prior to taking the course, I may not have considered any of that at all! I potentially couldn't represent my clients as well as I could have. Above all else, that's something I strive to offer all of my clients. They deserve to know they can rely on an advocate for their needs who can see it through to the end.

*Travis West*

# Take Your POWER BACK

*Students writing term papers know all too well how strong the pull of procrastination can be in times of stress. When you have a big task ahead of you — whatever it is — there are many factors at play that determine how efficiently you'll get the job done. When it comes down to it, procrastination is simply a mental block, and with the right tools and some practice, you can overcome that obstacle and get your work done before your deadline.*

**A matter of mindfulness:** A big part of the procrastination problem lies in our unwillingness to stay in the moment. For instance, you may know you need to get in shape, but at the current moment, you'd rather eat a cupcake. Mindfulness requires being aware of your emotions or desires in the present moment, but not letting them make you crumble into taking the easier route.

**Create vs. comply:** Even if you are on a strict deadline imposed by someone else, creating your own limits within that timeline will give you more agency and power to start working.

Dan Ariely, a behavioral scientist at MIT and professor at Duke University, gave his students an interesting tool to battle procrastination. He gave them the power to choose the deadlines for their three major papers for the class. By giving his students the ability to create their own timelines, fewer people procrastinated, and fewer people missed their own deadline. Giving yourself boundaries empowers you to do the work you set out to do on your own terms. Additionally, when you outline your goal, you can predict what obstacles you might face and have a battle plan ready for when a distraction arises.



**Enjoy an education:** You will be much less likely to procrastinate if you focus on what you can learn from the task at hand, and what aspects of the process can be useful to know. If you are interested, you'll be more likely to focus, which brings us back to mindfulness and the power of focus. Mostly, have fun. Make your work a game whenever possible, challenge yourself, and reward your own progress.

## Client Spotlight

# Derrick Denis:

Vice President of Indoor Environmental Quality for Clark Seif Clark, Inc



For over 22 years, I have provided professional environmental consulting and industrial hygiene services to clients across the country. A majority of my professional career has been spent as the vice president of indoor environmental quality for Clark Seif Clark, Inc., or CSC.

I have been working with clients for 16 years to develop pragmatic investigative strategies and cost-effective solutions to a number of indoor air quality and indoor environmental quality situations. These situations can include asbestos threats and mercury spills. Assessing these issues requires a great deal of knowledge and experience, both of which I was lucky to find in Travis West, of Building Air Quality.

I became acquainted with Travis over 10 years ago, through our mutual involvement with a number of trade association organizations, including the Indoor Air Quality Association — IAQA. We have both been chapter director of the IAQA for our respective regions — Phoenix for me and Houston for Travis.

Through this interaction, I recognized that Travis possessed good judgment and an advanced skill set, allowing him to provide an excellent quality of work. I made a point to establish a strategic partnership with Travis and arranged for him to represent CSC to our clients in the Texas area.

Travis is very no-nonsense — a true professional. Brief and to the point, Travis never fails to follow through with anything he says he's going to do. He's a man who continues to expand on his knowledge without hesitation. Above all else, I have found Travis to be a very honest individual and that's something I value above all else.

We only have our word in this business. It's our entire reputation. If we can't be counted on to make good on our word, our reputation is worthless. Travis is the kind of person who can be counted on to help your company uphold its reputation.

Working with Travis is always a very positive experience. I am glad to know him and to have the privilege of working with Travis in this industry.

# The WELL Building Standard and You

## PROS AND CONS OF WELL BUILDING

The WELL Building Standard is the next step in the construction of "green" buildings. WELL is a "performance-based system for measuring, certifying, and monitoring features of the built environment that impact human health and well-being, through air, water, nourishment, light, fitness, comfort, and mind."

Encouraging environmentally-friendly work spaces is nothing new. LEED — Leadership in Energy and Environmental Design — and other certifications have pioneered green design for years. But where existing standards tend to focus on external factors — how the building would affect the environment — WELL is dedicated to improving the lives of those inside the building.

This new standard was just introduced in the last few years and has many building managers and property owners asking, "Should I become WELL certified?" Let's take a look at the pros and cons of the WELL Building Standard:

### PROS

- **Achieve third-party credibility.** Many companies may already be practicing WELL standards and don't see the necessity in being certified. Certification from a third party like WELL gives a company credibility and proves they are offering the highest care to building occupants.

- It's an encompassing system. Divided into three components — design, policy, and behavioral — the WELL Building Standard encourages health and wellness in areas ranging from lighting and facilities management to healthy food options.

### CONS

- **It comes with a high cost.** Both the steps to meet WELL Building Standards and the process of certification are quite expensive, much



more so than LEED. Registration for LEED can cost an estimated \$900 compared to WELL's \$1,800–10,000. WELL certification and continued verification can cost up to triple the cost of LEED certification.

- **The link between well-being and productivity is tenuous.** Rod Bunn of Building Services Research and Information Association points out that well-being and productivity are difficult to measure. The costly demands of the WELL standard may not produce equal results.

We have been watching the WELL Building Standard for a while now, and we encourage you to investigate whether it can work for your buildings. Although it may still be some time before tenants require the need for a WELL building, it is in your best interest to be prepared to provide an intelligent response should tenants or potential tenants ask about it.



## SUDOKU

9	5	1	8	2				
6	7	1	3		9	8		
4			6	5		9		
5	9					7		
2	7							
			9				4	5
			5				2	
3				1	6	4	9	8
	9							3