Negotiating Commercial Leases:
Understanding Key Lease Provisions from the Tenant and Landlord Perspectives

Wednesday March 31, 2010
8:00 AM to 12:00 PM
Hampton Inn/Fox Hall
3985 Bennett Dr.
Bellingham, WA 98225
(4 Hours of CE Credit for Real Estate)

Here's the class you've been waiting for if you are either a landlord or tenant rep working to get leases put together! You'll get a non-legal review of the key provisions of leases as seen through the eyes of both the landlord and the tenant. By understanding the underlying motivation of both parties related to key provisions, you'll be able to manage the negotiation process to reach an acceptable agreement between the parties. You'll start with an overview of the fundamental differences between lease types (gross lease, single net lease, double net lease, triple net lease). Then you'll go on to key lease provisions that must be addressed in every lease: advertising, alterations, rent disputes, assignment, common area maintenance, co-tenancy, default terms, expansion rights, hours of operation, insurance, lease commencement, maintenance, options, percentage rent, rent adjustment, signs, deposits, and use of premises. Find out how the provisions are viewed differently by the landlord and the tenant, the provisions that are typically the most important to each party, and techniques that you can use to help the parties reach common ground.

Richard Muhlebach, He has more than 38 years experience managing and leasing shopping centers, enclosed malls, office and medical buildings, industrial and residential properties. He was the president of a commercial leasing and property management firm for 19 years, and prior vice president of three development companies. He is an instructor for the Institute of Real Estate Management (IREM), the International Council of Shopping Centers (ICSC) and the Building Owners and Managers Association (BOMA). He teaches real estate management and leasing at the University of Washington and has lectured in Singapore, China, Taiwan, Spain, Canada, Hungary, Russia and Poland. Mr. Muhlebach is a Certified Property Manager (CPM), a Senior Certified Shopping Center Manager (SCSM), a Counselor of Real Estate (CRE), and a Real Property Administrator (RPA). His firm provides brokerage, consulting, expert witness services and he teaches nationally and internationally.

You may register by returning this lower portion to:

NegLses
3/31Bellingham

Commercial Brokers Association
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(425) 820-3348 or by FAX (425) 821-9494

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