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Master the Art of Negotiation

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Whether you represent commercial landlords, tenants, or both, get critical step-by-step guidance on the mechanics of a successful lease negotiation. Experts walk you through a mock case study, discuss competing lease provisions, and demonstrate an actual negotiation—ultimately concluding in a final lease.

Attend and Learn to:

- Grasp key economic terms that drive the bottom line
- Identify sample clauses and negotiate revised language
- Implement tried-and-true techniques to improve your posturing
- Explore strategies involving an anchor, mid-box, and restaurant

Moderator



John D. Gaber
Williams Williams
Rattner & Plunkett PC,
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Contributors



C. Leslie Banas
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Patrick A. Karbowski
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Bloomfield Hills

Schedule

Live in Plymouth 12/01/16, 2:00pm–5:00pm

On-Demand Webcast Available 12/22/16

Level: Basic/Intermediate | **CLE:** 2.5

2:00pm Rental Provisions

base rent • floor area measurement • “net” leases • additional rent
• percentage rent • rent concessions • calculation of rental increases
• renewal options—calculation of rent

2:50pm Construction Costs

premises, common area, offsite improvements • who performs the work? • documenting the store build-out terms • allowances

3:10pm Operating Expenses

Common Area Maintenance (CAM) costs • real estate taxes • insurance
• utilities • allocation of costs among tenants • premises maintenance costs

4:25pm Hidden Lease Costs

security (security deposits and guaranties) • legal compliance obligation • fees (assignment/sublease consent, plan review, inspections, environmental) • late payment fees and interest
• merchants’ association • other shopping center agreements (REA/OEA/ECR/declaration)

4:45pm Questions and Answers

Location: The Inn at St. John’s, 44045 Five Mile Road, Plymouth, MI 48170, 734-414-0600



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