Techniques for Leasing Commercial Property

COURSE TITLE: Techniques for Leasing Commercial Property

INVESTMENT: $199 per attendee

TIME FRAME: SIX HOURS

COURSE INCLUDES:

- Professionally produced PP slide presentation
- High attendee interaction/Q&A with experienced course instructor/developer
- Fast moving, high energy presentation style by experienced instructor
- 130-page Training and Resource Guide as supplement to LIVE presentation
- 100% Money-Back Guarantee

COURSE GUIDE: Table of Contents

Techniques for Leasing Commercial Property

SECTION 1: Introduction to Commercial Leasing

- What is Commercial Leasing?
- BOMA Standards
- Standard Methods of Measurement
- Lease Terminology
- Basic Lease Details to Consider
- Tools and Tips
- Ethics and Standards of Practice

SECTION 2: Types of Properties and Leases

- Types of Commercial Properties
  - Common Sections in Commercial Leases
  - Premises
- Types of Commercial Leases
  - Types of Gross Leases
  - Types of Net Leases
  - Ground or Land Lease
  - Step Lease
  - Indexed Lease
Sublease
Percentage Lease
Shopping Center Lease
Franchise Lease

Lease Renewal Options

SECTION 3: From the Landlord’s Perspective:
Representing the Landlord

Landlord’s Basic Concerns
Valuing Leases
The Listing Presentation
Marketing the Property
The Negotiation Process
The Negotiation Process Chart
Details of the Negotiation Process
Follow up with the Landlord

SECTION 4: From the Tenant’s Perspective:
Representing the Tenant

Leasing Trends
Trends in Commercial Office Space
Trends in Retail Leasing
Trends in Industrial Tenant Improvement
Locating the Suitable Property - Site Criteria Analysis
Site Model
Touring Properties
Preparing the Tenant
The Tenant Presentation Packet
The Negotiation Process
Three Important Lease Negotiating Tools
Negotiating Leases to Favor Tenants
Common Area Maintenance (CAM) Fees
The Due Diligence Process
Space Planning – Tenant Improvements
Follow up with the Tenant