

Techniques for Leasing Commercial Property

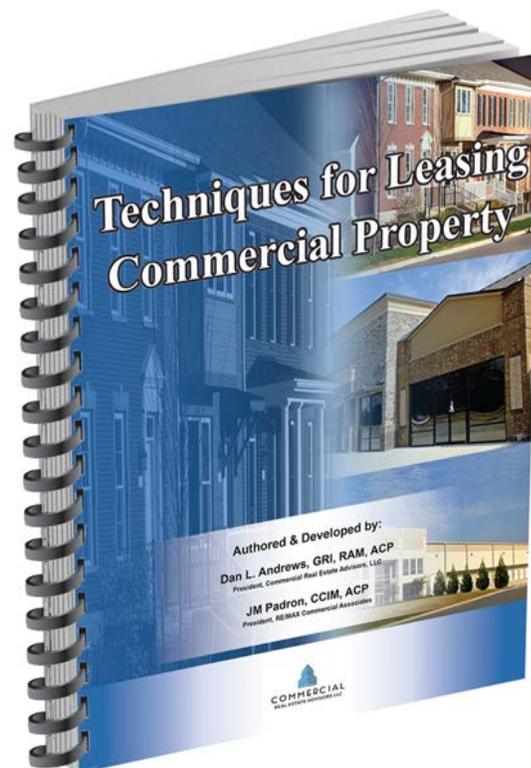
COURSE TITLE: Techniques for Leasing Commercial Property

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