



Wednesday, December 4

Bay East Pleasanton Office | 7021 Koll Center Parkway | Pleasanton

INTRODUCTION TO COMMERCIAL LEASING PART A

10 a.m. - 12 p.m.

- Pros and Cons
- Types of Leases and Lease Structures
- Leasing Economics
- Measurement and Comparison
- The Lease Document

INTRODUCTION TO COMMERCIAL LEASING PART B

12:30 - 2:30 p.m.

- Identify & address the most frequently negotiated issues in commercial property leases.
- Insight on how to achieve win-win results or a fair compromise when negotiating these issues.
- Identify best practices when negotiating commercial property leases, and other do's and don'ts in the lease negotiation process

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