

**Thursday, September 3, 2020**

ONLINE

## **INTRODUCTION TO COMMERCIAL LEASING PART A**

**10am-12pm**

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

## **INTRODUCTION TO COMMERCIAL LEASING PART B**

**12:30-2:30pm**

- Identify the most frequently negotiated issues in commercial property leases
- How to achieve win-win results or a fair compromise when negotiating a lease
- Identify best practices when negotiating commercial property leases
- Do's and don'ts in the lease negotiation process

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