

Webinar: Negotiating Commercial Lease Terms That Challenge Property Management

November 30, 2017

1:00 - 2:30 p.m. (EST)

Event Sponsor: Lorman Educational Services

In commercial lease negotiations, lease terms are often divided by the legal terms that are relegated for the lawyers and the business and practical lease terms that are ideally negotiated and agreed upon before the lease reaches the lawyer's desk. However, the business terms of the lease often have legal consequences impacting the attorney and practical consequences impacting the management of the property. A multi-disciplinary review of the business terms of the lease by the legal team and property management team should be made so that the language of the lease comports with the intent of the parties, which in turn allows for the property to be effectively and efficiently managed. This topic will review those commercial lease terms that have legal, business and management ramifications and will provide suggestions on how to approach those terms from a practical and day-to-day property management point of view.