

Anatomy of a Commercial Lease

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8 Hour Course Outline

COURSE DESCRIPTION

This eight-hour class is designed to provide attendees with a detailed summation of the principle aspects of a commercial real estate lease. It is designed to provide an exhaustive view of the main elements that revolve around how a commercial real estate lease is formatted.

TEACHING TECHNIQUES

The class will incorporate lecture, PowerPoint slides, general discussion with questions and answers, internet updates, and hand outs.

LEARNING LEVELS AND LEARNING OBJECTIVES

1. Knowledge: Licensee will be able to identify and understand the current working components as they apply to a commercial real estate lease contract and how they function.
2. Understand: Licensee will be able to explain and interpret how fundamental commercial real estate leasing principles impact the broker and client and keep them current.
3. Apply: Licensee will be able to apply in their practice the common elements related to a commercial real estate lease and the legal standards that governed its use.
4. Analyze: Licensee will be able to thoroughly identify and illustrate to his or her customer or client functional lease variables and distinguish these from non applicable customs.
5. Evaluate: Licensee will be able to summarize and justify the importance of base line commercial real estate lease functions as they relate to both business and legal standards.
6. Create: Licensee will be able to prepare, or aid the client in finding professional documentation and pertinent tangible information related to a commercial real estate lease contract.

MEANS OF ASSESSING WHETHER THE LEARNING OBJECTIVES HAVE BEEN MET







Class discussion / Q&A / Handouts

TIMED OUTLINE WITH TEACHING TECHNIQUE AND SEGMENT DESCRIPTION

See Page 2 (attached).

ALL SECTIONS WILL INCLUDE PERIODIC SLIDE / POWER-POINT PRESENTATION

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TEACHING STYLE	TIME	SUBJECT MATTER
DISCUSSION /  FILL IN THE BLANKS	20 MIN	INTRODUCTION
LECTURE, Q&A	30 MIN	BASE LINE PREMISES - LEASE SECTIONS
Q&A /  FILL IN THE BLANKS	30 MIN	DATE / PARTIES / PHYSICAL PREMISES
LECTURE, Q&A	30 MIN	RENT / TERM-RENEWAL / TIS
DISCUSSION	25 MIN	USE PROVISIONS
LECTURE, Q&A	20 MIN	MAINTENANCE - LANDLORDS
LECTURE, Q&A	20 MIN	MAINTENANCE -TENANTS
LECTURE, Q&A	20 MIN	SECURITY DEPOSIT
Q&A /  FILL IN THE BLANKS	25 MIN	ASSIGNMENT & SUBLETTING
DISCUSSION	20 MIN	INSURANCE
Q&A /  FILL IN THE BLANKS	20 MIN	WAIVER OF CLAIMS & INDEMNIFICATION
LECTURE, Q&A	15 MIN	ENVIRONMENTAL
LECTURE, Q&A	15 MIN	EMINENT DOMAIN / CONDEMNATION
LECTURE, Q&A	15 MIN	ALTERATIONS AND ADDITIONS
Q&A /  FILL IN THE BLANKS	25 MIN	TENANT DEFAULT / ATTORNEYS FEES
DISCUSSION	25 MIN	REMEDIES [LANDLORDS & TENANTS]
LECTURE, Q&A	15 MIN	BROKERAGE
LECTURE, Q&A	15 MIN	SURRENDER / HOLDOVER TENANT
LECTURE, Q&A	15 MIN	UTILITIES
Q&A /  FILL IN THE BLANKS	25 MIN	SUBORDINATION / ESTOPPEL
LECTURE, Q&A	15 MIN	SIGNATURES / GUARANTEES / EXHIBITS