

REAL ESTATE / PROPERTY MANAGEMENT

If the Tenant doesn't ask, it's not gonna get.

Most Tenants view the commercial lease agreement as a necessary evil. However, the agreement is intended to safeguard the interests of both the Landlord and the Tenant and it deserves to be treated as such. Some developer has invested millions of dollars to construct a building that will provide a home for your business. It's up to you to make sure you get your money worth. Remember that the sheer number of properties from which you can choose to lease space puts the smart Tenant in the driver's seat.

Negotiating a good deal takes time and is not necessarily easy.

Many Tenants say that their lease negotiations usually go smoothly, and that they find negotiating in general to be fairly easy. If that is the case, these Tenants are likely leaving a lot on the table during those negotiations. Getting a good lease deal requires hard work and the willingness to take a few bumps and bruises along the negotiating path. But it'll be worth it!

The course Leasing provides you with many tools to add to your facilities toolbox. The information presented in this course will increase your understanding of the many issues related to leasing commercial property. We hope that you will be able to use this information to strengthen your negotiating position and secure the best deal possible for your organization.

Course Objectives

It's not a matter of fairness, it's how far the Landlord can push the Tenant.

In today's market (despite what the leasing agent or Landlord lets on) the Tenant has a lot of bargaining power. Many of the one-sided terms in the standard lease agreement can be eliminated or amended, resulting in large savings to the Tenant.

The course leasing is designed to help you establish an understanding of leasing issues from the perspective of the Tenant and the Landlord. The course will assist you in acquiring the knowledge and skills required for negotiating a good lease.

One of the most important and costly agreements entered into by virtually all businesses is a commercial lease for their premises. The standard lease agreement for commercial space will always be the longest and most difficult to understand "standard form" agreements one will have to deal with.

The lease agreement of the 20 to 50-page variety will almost without exception be extremely one-sided providing the Landlord with everything conceivable, and the Tenant with the minimum possible protection.

In the course Leasing, participants learn how to go about negotiating the best lease possible for the Tenant. What do you need to know about insurance policies; and how can you lessen the risk of not obtaining proper coverage?

Recommendations are provided for dealing with lease documents as well as common problem terms in leases that you need to be aware of.

Synonyms In Leasing

Those who work with language know that there is no such thing as a true “synonym”. In the context of the course Leasing, however, we took a closer look at three words specific to this topic. You will find it interesting to learn that many nuances have been developed that expand for the writer and speaker the opportunities for expression and expressiveness.