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A New One-Day Seminar!

Commercial Real Estate Leases

A Review of the Basics and a Focus on New Developments

Miami • The Ritz-Carlton, Coconut Grove
April 26, 2004

Seattle • The Renaissance
June 11, 2004



**With Nationally Known
Real Estate Expert**

*Michael E. Meyer, Esq.
Piper Rudnick LLP*

Dear Colleagues,

This is my favorite course. We take the key lease provisions and go back to the basics. The course explains the origin of the provisions, the applicable laws, how the provisions work in practice and how the provisions can be successfully drafted and negotiated by both landlords and tenants. Learn how to balance the legitimate and important protections required by tenants while at the same time protecting the landlord's ability to collect rent and operate the building in a prudent manner without hindering the landlord's ability to finance and sell the building.

This course is ideal for beginners and experts alike, since for each provision we start at the most simple level and go to the most sophisticated level. The written materials will contain landlord provisions, tenant provisions and compromise provisions.

I look forward to seeing you there.

Michael Meyer



Visit our website at [cle.com](http://www.cle.com) for a complete listing of MCLE requirements in all states. You will also find a schedule of our upcoming conferences and a listing of available homestudy courses.

Register Online at www.cle.com or Call (800) 873-7130
Seminar Schedule Inside 

Commercial Real Estate Leases

Monday, April 26, 2004 in Miami

Friday, June 11, 2004 in Seattle

seminar **schedule**

Morning 8:00 a.m. – 12:00 p.m.

Afternoon 1:15 p.m. – 5:30 p.m.

8:00 Registration

8:30 **Introduction**

The Importance of Requests for Proposals;
Letters of Intent

8:45 **Key Lease Provisions**

The Commencement Date; The Tenant
Improvement Work Letter; Measurement of
Square Footage

10:00 Morning Break

10:15 **Current Issues and Developments**

Casualty and Rent Continuation Insurance
and How Such Insurance Shall Interrelate
with the Damage and Destruction Provisions;
Special Focus on Terrorist Insurance

11:00 **The Renewed Focus on Tenants' Exit Strategies**

Contraction Rights and Early Termination
Rights; Assignments and Subleases;
Exclusives; Signage; Affiliates; Recognition
Agreements

12:00 Lunch Break

1:15 **Options and Fair Market Rental**

Option to Expand and Option to Renew;
Case Studies on the Importance of Properly
Defining Fair Market Rental and Establishing
the Correct Procedures to Determine Fair
Market Rental

2:15 **Protecting the Landlord and Tenant**

Subordination, Non-Disturbance and
Attornment Agreement; Estoppel Certificate

3:00 Afternoon Break

3:15 **Enforcement of Leases**

Default; Termination; Evictions; Damages

4:15 **Hot Topics**

Preserving the Premises; Repairs and
Maintenance; Insurance; Alterations;
Mechanics' Liens; Surrender; Damage and
Destruction; Condemnation

5:15 **Ethical Considerations**

Limitation on Tenants' and Landlords'
Recourse; Arbitration and Mediation; Rules of
Behavior; Miscellaneous Provisions

5:30 Adjourn

You Won't Find a More Valuable Real Estate Law Program Anywhere.

In just one day, Michael E. Meyer will guide you through the "ins and outs" of negotiating and drafting better commercial real estate leases. This informative and practical one-day seminar will give you the opportunity to interact personally with one of the preeminent leasing attorneys in the country and one of the most dynamic speakers you'll ever hear. He'll share his secrets on analyzing lease provisions from the landlord's, tenant's and lender's perspectives; he'll answer your questions and he'll give you practical advice that is directly applicable to your practice. Plus, you'll leave with comprehensive course materials prepared by Mr. Meyer, including many ready-to-use forms.

Upcoming Conferences

Enforcement of Leases
March 29, Denver

Time Mastery for Lawyers
March 30, Tampa

Golf & Resort Development
April 22-23, Naples
April 29-30, Palm Springs

Appraisal of Real Estate
May 10-11, Tampa

Negotiating Leases
May 13-14, San Francisco

Negotiating Leases
June 7-8, Washington, DC

For more information about these and other programs, visit our website at www.cle.com

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meet your instructor

Michael E. Meyer regularly represents many of the country's leading financial institutions, accounting firms and law firms in connection with major lease transactions. Recently, he was named one of the 25 most powerful lawyers in Los Angeles by the *Los Angeles Business Journal* and as one of the 100 most influential lawyers in California by both the *Los Angeles Daily Journal* and the *San Francisco Daily Journal*. He was ranked Number 2 among all of the real estate lawyers in California in Chambers USA-America's Leading Business Lawyers, 2003-2004, and he was named one of Los Angeles' Ten Top Super Lawyers in a poll published in *Los Angeles Magazine*. Mr. Meyer is considered one of the country's leading authorities on the establishment of fair market rental rates pursuant to arbitrations, the assignment and subleasing provision, and the inter-relationships between the tenant improvement agreement and the rent commencement date. He has served as judge pro tem in the Los Angeles Municipal Courts and presently serves as an Arbitrator for the American Arbitration Association. He regularly performs *pro bono* work for various civic and charitable organizations and is actively involved in charitable and community work. He is a partner in the Los Angeles office of Piper Rudnick LLP.

Over 1,300 People Have Benefitted from Michael Meyer's Expertise and Engaging Presentation Style

Past Seminars Attended by:

Akin Gump Strauss Hauer & Feld	Draper & Kramer Realty Advisors	Katz, Hontoon & Fieweger	Sheppard Mullin Richter & Hampton
Allen Matkins Leck Gamble & Mallory	Equity Office Properties Trust	Key3Media Group	Sidley Austin Brown & Wood
American Realty Advisors	eRealty Management	Luce Foward Hamilton & Scripps	State Farm Insurance
AT&T	Ezgur, Wallach & Braun	The Lomas Santa Fe Group	Studley
Bank of America	Facilicorp	Marks, Marks & Kaplan	Sutter Health
Bartko Zankel Tarrant & Miller	Fidelity National Financial	McGuireWoods	Trammell Crow
Beacon Capital Partners	Fremont Group	Milbank Tweed Hadley & McCloy	Trendzitions
Blackacre Advisors	Georgio Realty International	McKinney Travers Realty	Trizec
Boston Properties	Golden State Mutual Trust	Northrop Grumman	Ungaretti & Harris
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City of Chicago	Harmon Management	Pacific Life Insurance Company	Veritas Software
Coldwell Banker Commercial	In-N-Out Burger Corp.	Pepperdine University	Waste Management
Colliers, Bennett & Kahnweiler	Incyte Genomics	The Presidio Trust	Warner Brothers Studios
Coonen & Roth	Insurance Auto Auctions	Real Estate Law Group	Wells Fargo
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Cushman & Wakefield of Illinois	Jordan Properties	Shelsky & Fruelich	
Donahue Schriber	Kaiser Foundation Health Plan		

seminar information

Continuing Education Credit

MCLE: CLE INTERNATIONAL is an approved sponsor in all states having mandatory CLE requirements.

Florida: This course has been approved by the Florida State Bar for a maximum of 8 hours credit. CLE INTERNATIONAL is an approved sponsor of the Florida State Bar, Sponsor No. 750743.

Washington: This course has been approved by the Washington State Bar for a maximum of 7 hours of credit.

For accreditation in other jurisdictions and disciplines, please call CLE INTERNATIONAL at (303) 377-6600.

About CLE International

CLE INTERNATIONAL, a leading provider of continuing professional education, has been presenting high quality programs nationwide since 1983.

CLE INTERNATIONAL Program Attorney:
Kelly D. Cave, kelly@cle.com

Seminar Location and Accommodations

Miami: The Ritz-Carlton, Coconut Grove, 3300 SW 27th Avenue, Coconut Grove, FL 33133.

Seattle: The Renaissance Seattle Hotel, 515 Madison Street, Seattle, WA 98104.

For room reservations and special rates, please call Community World Travel at (888) 724-0500.

Registration

Advance registration is recommended, and you are encouraged to mail in your registration early. Or simply call in your registration or homestudy order to (800) 873-7130, fax the Registration/Order form to (303) 321-6320, register on-line at www.cle.com or e-mail your registration to registrar@cle.com. **Full payment is due at the time of registration.** Walk-in registrations will be subject to space availability. Please call CLE INTERNATIONAL at (303) 377-6600 if you require special accommodations.

Tuition

The tuition fee of \$395 per person includes attendance at all sessions, course materials, continental breakfast and coffee breaks. CLE INTERNATIONAL offers special rates for non-profit organizations, full-time judges and law students.

Course Materials

Each registrant will receive a set of course materials prepared by Michael E. Meyer especially for this seminar which will be a valuable future reference. The course materials alone are available for \$95 plus \$10 shipping and handling.

Save When Two or More Register

Save \$140 or more with our multiple registrant discount! The tuition fee is only \$325 per person for two or more registering from the same firm.

In-House Training Available

Contact CLE INTERNATIONAL to find out how to have Michael E. Meyer come to your firm for customized in-house training.

Homestudy Package

If you cannot attend, CLE INTERNATIONAL also offers a complete audio cassette transcript of the seminar (including all course materials) for \$395 plus \$10 shipping and handling. This package qualifies for self study credit in some jurisdictions.

Cancellation

Full tuition refunds (less a \$50 administrative charge) will be given only if notice of cancellation is received by 5:00 p.m., MST seven days preceding the seminar. Substitutions may be made at any time.

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Landlord and Tenant Perspectives

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“One of the best seminars I have ever attended.”

Kelly Zinser, Buchalter, Nemer, Fields & Younger, Los Angeles

“This is a terrific course and is well worth the time and money.

Mr. Meyer delivers the material in a clear and interesting manner.”

Jeff Welch, Cushman and Wakefield, Los Angeles

“Without a doubt, the best real estate seminar I’ve attended in 15 years.”

Greg Lake, Lake and Cobb, Phoenix

**“I have great respect for Mr. Meyer’s skills and reputation
and took the course specifically to hear his insights.”**

Lisa Fitzgerald, Trizec, Los Angeles

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YES! Please register the following:

- Miami, April 26
 Seattle, June 11

Name: _____

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