



**Earn up to 10 Hours MCLE Credit
Including One Hour of Ethics**

Earn up to 10 Hours Real Estate Credit

4th Annual Conference!

Negotiating Leases

Practical Advice for Today's Market

October 17-18, 2005 • Ritz-Carlton Hotel Downtown • Atlanta

"Glad I came—learned a lot to be more aware of our market place/properties. All the speakers did well on questions and made you feel as if you could call them if you need further advice."

– Atlanta 2004

"The idea of mixing non-legal presentation with lawyer issues is good because it adds depth to understanding what is going on at the negotiating table."

– Atlanta 2004

"The meeting itself was very good and I would attend again. Good choice of subjects and interesting."

– Atlanta 2002

Who Should Attend:

- Attorneys
- Legal Staff
- Brokers
- Property Managers
- Developers
- Consultants
- Insurance Agents
- Landlords
- Tenants
- Lenders
- Leasing Agents

... and anyone who wants definitive and practical answers to the latest commercial leasing questions!

Featuring Speakers From:

Deloitte & Touche • Equity Office

Hines • ProLogis Trust

Selig Enterprises • The Staubach Company

... and some of the region's top practitioners!



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
Conference Schedule and Speaker Biographies Inside



Monday, October 17**Tuesday, October 18**

8:30 Registration and Continental Breakfast

9:00 **Introduction and Welcome**

**Seth S. Katz, Esq., Program Co-Chair, and
Philip G. Skinner, Esq., Program Co-Chair**
Arnall Golden Gregory, Atlanta, GA

9:15 **Trends in Real Estate**

The State of the Atlanta Market
Don Huffner, Regional Senior Vice President
Equity Office, Atlanta, GA

10:00 Morning Break

10:15 **Economic Impact of Operating Expense Lease Language**

Base Years; Implications of Gross Ups; Lease Audit Rights;
What Are Capital Expenditures?
Keturah Bay, Senior Manager, Lease Consulting Services
Deloitte & Touche, Atlanta, GA

11:00 **Are You Violating Executive Order No. 13224?**

What You Need to Know
**Seth S. Katz, Esq., Program Co-Chair, and
Philip G. Skinner, Esq., Program Co-Chair**

11:45 Q&A Panel

Members of the Faculty

12:00 Lunch Break

1:30 **Financing Leases**

Sale Leasebacks and Financeable Ground Leases
**Nancy R. Little, Esq., and
Edmund S. Pittman, Esq.**
McGuireWoods, Richmond, VA

2:15 Afternoon Break

2:30 **Negotiating and Drafting**

How to Get What You Need
William J. Berg, Esq.
Kitchens Kelley Gaynes, Atlanta, GA

3:15 **Ethics**

Considerations for Lease Practitioners
Thomas D. Bever, Esq.
Chilivis, Cochran, Larkins & Bever, Atlanta, GA

4:15 Q&A Panel

Members of the Faculty

4:30 Evaluations and Adjourn

9:00 **Summary of Day One**

Overview of Day Two
**Seth S. Katz, Esq., Program Co-Chair
Philip G. Skinner, Esq., Program Co-Chair**

9:15 **Retail Leasing**

What's Different, What's New
J. Kent Newsome, Esq.
Fulbright & Jaworski, Houston, TX

10:15 Morning Break

10:30 **Protocols and Proactive Maintenance**

Managing Mold and Other Building-Related Risks Before They
Mushroom into Lawsuits
Robyn E. Ice, Esq.
Alston & Bird, New York City, NY
Jonathan D. Crumly, Sr., Esq.
Alston & Bird, Atlanta, GA

11:30 Q&A Panel

Members of the Faculty

11:45 Lunch Break

1:00 **Assignment and Subleasing 101**

Avoiding the Whipsaw
Steven K. Bender, Esq.
McKenna Long & Aldridge, Atlanta, GA

1:45 Afternoon Break

2:00 **Lenders' Issues in Leasing**

Protecting Lenders' Collateral
George A. Mattingly, Esq.
Arnall Golden Gregory, Atlanta, GA

2:45 **The Impact of Changing Land Uses on Leases: Maximizing Client Value**

A Panel Discussion
William J. Dawkins, Esq.
Selig Enterprises, Atlanta, GA
Duncan Gibbs, Senior Vice President
The Staubach Company, Atlanta, GA
John A. Heagy, III, Vice President Marketing
Hines, Atlanta, GA
**David L. Welch, First Vice President, Market Officer
for Atlanta**
ProLogis Trust, Norcross, GA

4:00 Q&A Panel

Members of the Faculty

4:15 Evaluations and Adjourn

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These
Dates!

Intellectual Property Law
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September 22-23, Shanghai
Wine, Beer & Spirits Law
SuperConference
September 22-23, New Orleans

Eminent Domain
SuperConference
October 27-28, Tampa
Land Use Law
November 3-4, Princeton

Creative Writing for Lawyers
November 1, Miami
November 14, Seattle
Litigating Land Use Disputes
December 12-13, Tampa

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

Negotiating Leases

meet your faculty

Program Co-Chairs

Seth S. Katz is involved in the acquisition, disposition, development, financing and leasing of commercial real estate, including office, retail, industrial, multi-family and mixed-use property types.

Philip G. Skinner heads his firm's Office Leasing Practice Group, and co-chairs his firm's Leasing Practice Group. He is a current member of the Board of Directors of the Atlanta Commercial Board of Realtors.

Keturah Bay has over 20 years' experience in lease administration and auditing. She regularly works with equity investors and corporate tenants on compliance issues involving operating expenses and CAM billing.

Steven K. Bender is experienced in all aspects of complex commercial real estate transactions, including acquisition, development, financing, leasing and disposition of office, retail and commercial properties.

William J. Berg represents developers, owners, tenants and borrowers in a variety of transactions, including leasing, acquisitions, sales, exchanges, and financings. His experience covers a broad array of property types.

Thomas D. Bever represents business clients in the fields of real estate, health care, mortgage lending, banking, environmental compliance, pension fund administration and manufacturing. He also specializes in white collar defense.

Jonathan D. Crumly, Sr., is a member of his firm's Construction & Government Contracts Group. He has over 10 years' experience in commercial and construction litigation, mediation and arbitration.

William J. Dawkins is the Senior Vice President, Secretary and General Counsel for his firm. He has authored 9 books on Georgia Landlord-Tenant Law, has advised the Georgia General Assembly, and has chaired the Atlanta Bar Association Real Estate Section.

Duncan Gibbs is Senior Vice President of his firm's Atlanta office. He represents corporate real estate users in the acquisition, disposition and leasing of office space. He has been engaged in commercial real estate for 20 years.

John A. Heagy, III, is responsible for the leasing and marketing of office projects and securing corporate services assignments in the Southeast Region. He has been active in the Atlanta commercial real estate market since 1997.

Don Huffner is an 18-year veteran of the real estate industry, and is his firm's Regional Senior Vice President. He directs the leasing, management, acquisitions and disposition activities for office buildings throughout the Southeast.

Robyn E. Ice focuses her practice on litigation involving indoor air quality and associated insurance and construction issues. She assists her clients with risk management and compliance, developing operating, maintenance, and compliance plans.

Nancy R. Little practices in the areas of real estate and finance. She is a member of the American College of Real Estate Lawyers, the American College of Mortgage Attorneys, and is a frequent speaker and author on lease financing and other real estate issues.

George A. Mattingly practices primarily in the areas of commercial real estate and commercial lending. He represents developers in selling, acquiring and developing real estate, including major shopping centers and mixed-use office and retail centers.

J. Kent Newsome practices real estate, business and entertainment law. He is chair of the Houston Bar Association Real Estate Section and is an Adjunct Professor of Law at the University of Houston Law Center. He is a frequent speaker at legal seminars across the country.

Edmund S. Pittman concentrates his practice in office and retail leasing, lease financing and public housing. He speaks and writes on these and related real estate topics.

David L. Welch markets his company's industrial properties to local users, and he identifies potential acquisition, leasing, and build-to-suit opportunities. Previously, he was Vice President of Security Capital Industrial Trust, and its REIT Manager, with market officer responsibilities for Washington, D.C., and Baltimore, Maryland.

CLE International Program Attorney:
Lisa S. Lindsay, lisa@cle.com

conference information

Continuing Education Credit

MCLE: This course meets the requirements for up to 10 hours of MCLE credit including one hour of ethics.

Real Estate: This course meets the requirements for 10 hours Mandatory Continuing Education (MCE) credit from the Georgia Real Estate Commission.

For accreditation in other jurisdictions or disciplines, please contact Brian Fineberg, Accreditation Manager, at (800) 873-7130 or brian@cle.com.

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 form to (303) 321-6320, email your registration to registrar@cle.com, or register online at www.cle.com. Full payment is due at time of registration. Walk-in registrations will be subject to space availability. Please call **CLE INTERNATIONAL** at (800) 873-7130 if you require any special accommodations.

Reserve Your Room Early

The Conference will be held at the Ritz-Carlton Downtown Atlanta, 181 Peachtree Street, NE, Atlanta, Georgia, 30303. To secure your space and get the best rate, please call Community World Travel at (888) 724-0500 or visit www.communityworldtravel.com.

Sponsorship Information

Sponsorship and exhibition opportunities are still available. For more information, please contact Melissa Dafni, Marketing Coordinator, at (800)-873-7130 or melissa@cle.com.

Tuition

The tuition fee of \$695 per person includes attendance at all sessions, course materials, continental breakfasts and coffee breaks. **CLE INTERNATIONAL** offers special rates for 501(c)(3) organizations, full-time judges and law students.

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Save \$200 or more with our multiple registrant discount! Tuition is only \$595 per person for two or more from the same firm.

Course Materials

Each registrant will receive a set of materials prepared by the speakers specifically for this Conference, which will serve as a valuable future reference. The course materials alone are available for \$95 plus \$10 shipping and handling.

Homestudy Package

If you cannot attend, **CLE INTERNATIONAL** also offers a complete audio transcript of the Conference (including all course materials) for \$695 plus \$10 shipping and handling. This package may qualify for self-study credit.

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 on the Monday preceding the Conference. Substitutions may be made at any time.

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4th Annual Conference!

Negotiating Leases

Current Issues for Landlords, Tenants and Brokers

October 17-18, 2005 • Ritz-Carlton Hotel Downtown • Atlanta

The State of the Atlanta Real Estate Market

Operating Expense Lease Language

Retail Leasing • Financing Leases

Managing Building-Related Risks

Assignments and Subleasing

Impact of Changing Land Uses on Leases

... and much more!



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Negotiating Leases

Practical Advice for Today's Market

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YES! Please register the following:

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