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

6th Annual Conference!

Negotiating Leases

Complete Coverage of Key Topics

April 24-25, 2006 • Omni Hotel • Austin

Who Should Attend:

- Attorneys and Legal Staff
 - Brokers
 - Bankers
 - Property Managers
 - Developers
 - Consultants
 - Insurance Agents
 - Landlords
 - Tenants
 - Lenders
 - Leasing Agents
 - Real Estate Professionals
 - Insurance Agents
- ... and anyone involved in leasing!

Past Conferences Attended By:

- | | | | |
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| <ul style="list-style-type: none"> 1 Star Financial AAFES Adams & Reese Addison Law Firm Ainbinder Company Akin Gump Strauss Hauer & Feld Ai's Formal Wear Anadarko Petroleum Andrews & Kurth Aramco Services Company Archon Group Arlidge Partners Real Estate Group Arlidge/Power Arnold Oil Company Avail Consulting Axley & Hargrove Bank of America Barton & Schneider Best & White Blast, Phillips & Murray Boys + Girls Club of Hood County Bracewell & Giviliani Bracewell & Patterson Brewer, Brewer, Anthony & Middlebrook Burlington Northern Santa Fe Railway Byram Properties Caldwell Watson Real Estate Group Cambridge Properties Cameron Management Cardinal Capital Partners Castlebrook Cencor Realty Services Century 21 Cherry & Howell Cinemark USA City of Del Rio Clarion Realty Services Clay Development & Construction Clear Channel Clements, Allen, Woods & Margolis Cokinos, Bosien & Young Coldwell Banker Concorde Realty Development Connelly Commercial Real Estate ConocoPhillips Cook Children's Health Care System Cooper Commercial Coyote Management Credit Union of Texas Cresa Partners Crescent Real Estate Equities Criminal District Attorney's Office Cushman & Wakefield DeLeon, Bogins & Icenogle Delta Realty Drenner Stuart Wolff, et al. Dyer & Associates El Paso Corporation Endeavor Real Estate Group Equity Office | <ul style="list-style-type: none"> Ericsson Exxon Mobil Corporation EZCORP Fant & Burman Farm Credit Bank of Texas FDIC FedEx Kinko's Office and Print Services First American Real Estate Information Services First National Bank of Abilene Flynn Construction Foremark Foretel Properties Freescale Semiconductor Gaedeke Landers Geary, Porter & Donovan Golfsmith International Granite Properties Graves, Dougherty, Herron & Moody Green, Harrington & Howell Greenwood King Gregg & Valby Grubb & Ellis Halliburton Energy Services Hance, Scarborough, Wright, et al. Harlandale Housing Corp. Harris County Flood Control District Harris Management Hastings Entertainment HEB Grocery Henry & Jones Hill Partners Hixon Properties HTH Capital Hughes & Luce Hunt Properties Hurst & Vanderburg Image Properties Indermuehle & Company Innovative Developers Insignia International Capital J.A. Billipp Company Jackson Walker Jackson-Shaw Company Jenkins & Gilchrist JG Management Joe Adame & Associates Jones Lang LaSalle Americas JPMorgan Chase Bank Kane, Russell, Coleman & Logan Keller Williams Realty Kelly Hart & Hallman Kennedy-Wilson Property Services Kensington Properties Kessler & Collins King Ranch Klement Investments Koger Realty Services Koili Development Company Koontz, McCombs Krause & Associates | <ul style="list-style-type: none"> L&B Realty Advisors LASCO Development Lennox International Lexington Corporate Property Trust Lindow & Treat Locke, Liddell & Sapp LoneStar Commercial Real Estate Lower Colorado River Authority MacFarlan Real Estate Services Malouf Lynch Jackson & Swinson Margaux Development Company Martin, Drought & Torres McAllister & Associates McCathern Mooty Buffington McCoy Corporation McGinnis, Lochridge & Kilgore Metro National Corporation Milburn Homes MLB Properties Montfort Consulting Group Munsch Hardt Kopf & Harr NAI / Commercial Industrial Properties Nai Rioco Realty NCS Pearson Noll Bakke Realty Advisors North Central Texas Council of Governments Northpark Management Company Office Leasing Advisors Pacific Century Realty Parson Properties Philip Service Corporation Pizza Properties Port of Houston Authority Prentiss Properties Prescott Realty Group Presidio Investments ProLogis Pyramid Properties Owest Radio Shack Red Fort Red Oak Realty REOC Partners RGV Realty Group Rioco Corporation River Oaks Properties Robert B. Jones & Company Rosewood Property Company RPI Management Company RREEF Management Company Ryan-Adair Enterprises Ryland Enterprises Sabre Holdings Sabre Realty Management San Antonio Water System Sayers & Associates Sealy & Company Selman, Munson & Lerner Seton Health Care Network Shannon Gracey Shell Oil Company Smith, Robertson, Elliott & Glen Snell & Brannian | <ul style="list-style-type: none"> Snell Wylie & Tibbals Solender Hall Southern Asset Services Corporation Southwest Bank of Texas Southwest Research Institute Southwestern Bell Telephone Stanberry Commercial Real Estate Starbucks Coffee Stratus Properties Stream Realty Partners Stumpf, Craddock, et al. Stutzman & Bromberg TASB TCBH TEPPCO Texas American Title Texas Association of School Boards Texas Department of Agriculture Texas Department of Transportation Texas General Land Office Texas Health Care Texas Medical Center Texas Office Leasing The Brauman Group The Brown Schools The Florida Company The Fort Worth Club The Holt Company The Industrial Group The Johnston Law Firm The Pinnacle Group Thompson & Knight Thornhill Group TIG Tiger Creek Property Services Trammell Crow Company Transworld Properties Travis County Attorney's Office Trizec Properties TTI Incorporated Turnersville Development Twenty Twenty Property UBS Realty Investors United Commercial Realty United Space Alliance USAA Real Estate Company Valero Energy Corporation Vantage Companies Vignette Village Creek Equities Waterstone Development Group Weber & Company Weingarten Realty Weisblatt & Associates Wells Fargo Bank West Star Property Management Wilson Cribbs & Goren Wilson, Grosenheider, Moore & Jacobs Wireless HQ |
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Register Online at www.cle.com or Call (800) 873-7130
Conference Schedule and Speaker Biographies Inside



Monday, April 24**Tuesday, April 25**

- 8:30 Registration and Continental Breakfast
- 9:00 **Introduction and Welcome**
Aileen M. Hooks, Esq., Program Chair
Baker Botts, Austin
- 9:15 **Tenant/Landlord Lease Language Issues**
The Top Ten List
Jeff Pace, Managing Director
CarrAmerica Realty Corporation, Austin
- 10:15 Morning Break
- 10:30 **Letters of Intent**
When and How to Use Them
Greg Erwin, Esq.
Winstead, Sechrest & Minick, Houston
- 11:30 **New Office Development/New Construction**
Negotiation Tips for the Anchor Tenant; Understanding the Developer's Rights and Entitlements; Construction Costs and Timing; Building Shell Definitions; Commencement Date Negotiations; Key Provisions in the Lease
Russell D. Young, Vice President
Commercial Texas, Austin
- 12:30 Lunch Break
- 2:00 **Negotiating Flexibility into the Lease**
Anticipating Changing Needs
David Putman, Vice President, Brokerage Services
CB Richard Ellis, Austin
- 3:00 Afternoon Break
- 3:15 **Bankruptcy Default Clauses**
Clauses That Work and How to Enforce Them
Patricia Baron Tomasco, Esq.
Brown McCarroll, Austin
- 4:15 Q&A Panel
Members of the Faculty
- 4:30 Adjourn

- 8:30 Continental Breakfast
- 9:00 **Summary of Day One**
Overview of Day Two
Aileen M. Hooks, Esq., Program Chair
- 9:15 **Ground Leases**
They're Back Again, so Back to the Basics
Rick Reed, Esq.
DuBois, Bryant, Campbell & Schwartz, Austin
- 10:15 Morning Break
- 10:30 **Retail Lease Usage Controls**
Uses, Exclusive Uses, Prohibited Uses, and Co-Tenancy Requirements
Thomas M. Whelan, Esq.
McGuire, Craddock & Strother, Dallas
- 11:30 **Recent Developments in the Environmental Arena**
The New Federal Standard for "All Appropriate Inquiries" and Other Hot Topics
Steve McMillen, Esq.
Baker Botts, Austin
Aileen M. Hooks, Esq., Program Chair
- 12:30 Lunch Break
- 2:00 **Ethics**
Practical Considerations for the Real Estate Practitioner
Kent Newsome, Esq.
Fulbright & Jaworski, Houston
- 3:00 Afternoon Break
- 3:15 **Default, Breach and Remedies**
Recovery of Possession; Security Deposits; Landlord's Lien; Termination of Lease; Election of Remedies
Michael Deitch, Esq.
Law Offices of Michael Deitch & Associates, Austin
- 4:15 Q&A Panel
Members of the Faculty
- 4:30 Evaluations and Adjourn



Save
These
Dates!

Eminent Domain
March 30-31, Austin
Golf & Resort Development
March 30-31, Naples

Recreation & Adventure Program
Law & Liability
April 3-4, Denver
Commercial Leases with Michael Meyer
April 7, St. Louis

Eminent Domain
May 11-12, Las Vegas
Texas Coastal Law
May 18-19, Galveston

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

Negotiating Leases

meet your faculty

Program Chair

Aileen M. Hooks has a multidisciplinary practice encompassing real estate transactions and technology, in addition to environmental law. Her wide range of experience in corporate and real estate matters includes mergers and acquisitions, establishment of strategic relationships and outsourcing, and commercial real estate purchase, sale, leasing, and financing transactions. Additionally, Ms. Hooks coordinates the environmental and facilities-related aspects of worldwide corporate and real estate transactions.

Michael Deitch provides full service business representation to his local, regional and international clients. He and his firm assist clients in business formation, organization, business transactions, and litigation. He has been Board Certified for Civil Trial Law and Business Bankruptcy Law by the Texas Board of Legal Specialization since 1988.

Greg Erwin has a broad-based commercial real estate practice. He represents landlords in the negotiation of leases in shopping centers, malls and office buildings. He represents developers and owners in the acquisition, development, leasing, financing and sale of shopping centers, office buildings, apartment projects, offices/warehouses, medical office buildings, and industrial projects.

Steve McMillen handles a wide variety of environmental matters, including multimedia regulatory compliance, administrative hearings and litigation, and contaminated property. He also has experience with environmental issues in corporate and real estate transactions, such as risk evaluation, limiting liability, and permit transfer.

Kent Newsome practices real estate, business and entertainment law. He is Past-Chair of the Houston Bar Association Real Estate Section, is a member of the American College of Real Estate Lawyers and is an Adjunct Professor of Law at the University of Houston Law Center. He is listed in *Best Lawyers in America* and was named a "Texas Superlawyer" by *Texas Monthly Magazine*. He is a highly-rated speaker at legal seminars across the country.

Jeff Pace has over 20 years of experience in commercial real estate. His portfolio is comprised of over 8 million square feet of office space. He has overseen the development of approximately 2 million square feet of office space, including 300 West 6th Street, a downtown Austin development, as well as several larger, master-planned office developments. His responsibilities include accountability for all aspects of his company's operations.

David Putman specializes in leasing and brokerage of office buildings. He helps his clients meet their objectives through superior market knowledge, creative real estate strategies and a systematic approach to executing the plan. He is part of the "Austin Office Advisory Group" team that currently handles leasing and marketing for about 1.6 million square feet of office space in Austin.

Rick Reed has 20 years' experience representing and advising a variety of real estate development, financial and business clients in connection with their real estate and business operations and transactions. Some of the clients he represents include developers in office, residential, industrial and mixed-use developments; end users in campus headquarters acquisition, development and construction; and operating companies in buying, selling and leasing property in multi-state transactions.

Patricia Baron Tomasco has 16 years' experience as a corporate bankruptcy practitioner. She is the head of the Bankruptcy Practice Group at her firm, a practice that consists of corporate reorganization and bankruptcy, specializing in workouts, reorganizations, distressed acquisitions, and debtor and creditor representation in Chapter 11 and 7 cases. She is Board Certified in Business Bankruptcy Law by the Texas Board of Legal Specialization.

Thomas M. Whelan is a shareholder of his firm. His practice includes real estate transactions and commercial litigation emphasizing landlord-tenant, lending, and other real estate related matters. He is a frequent speaker at legal seminars on leasing, real estate brokerage, lending, and other real estate topics.

Russell D. Young joined his company in 1998. His clients include: Scott Douglass, Archstone Smith, and Aspyr Media, SoloMio, Britestream Networks, and Lloyd Gosselink. He was previously a top-producing salesperson, recruiter, and manager for the Southwestern Company in Nashville. In 2003, Mr. Young served as President of the Commercial Leasing Broker's Association (CLBA), and he is a member of the Real Estate Council of Austin. The *Austin Business Journal* consistently recognizes him as one of Austin's Top 10 Heavy Hitters in the Commercial Real Estate market.

CLE International Managing Program Attorney:
Heidi A. Ray, heidi@cle.com.

conference information

Continuing Education Credit

MCLE: This course has been approved by the State Bar of Texas for 10 hours of MCLE credit including one hour of ethics. This course has also been approved by the Texas State Bar College and by the Texas Board of Legal Specialization for certification and recertification of continuing legal education requirements. **CLE INTERNATIONAL** is an approved sponsor of the Texas State Bar, Sponsor No. 2645.

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

For accreditation in other jurisdictions or disciplines, please contact Jill Shannon at (800) 873-7130 or jill@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 Omni Hotel, 700 San Jacinto Blvd, Austin, 78701. To secure your room 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 Sarah Mallon, Marketing Coordinator, at (800) 873-7130 or sarah@cle.com.

Tuition

The tuition fee of \$595 per person (\$495 for government employees, 501(c)(3) organizations, judges, law students and paralegals) includes attendance at all sessions, course materials, continental breakfasts and coffee breaks.

Save When Two or More Register

Save \$200 or more with our multiple registrant discount! For two or more registering from the same firm, tuition is only \$495 per person (\$395 for government employees, 501(c)(3) organizations, judges, law students and paralegals).

Course Materials

Each registrant will receive a set of materials prepared by the speakers especially 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 \$595 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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Information Equals Leverage

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Ground Leases: They're Back Again

The New Federal Standard for
"All Appropriate Inquiries" in the Environmental Arena

Bankruptcy Default Clauses

Retail Lease Usage Controls

Negotiating Tips for New Office Development and Construction

Tenant/Landlord Lease Language Issues: The Top Ten List



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Complete Coverage of Key Topics

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