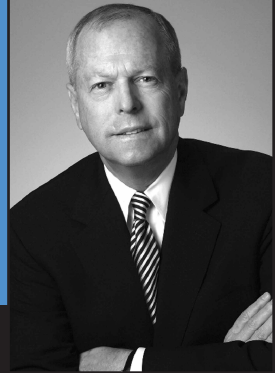




Earn up to 7 Hours MCLE Credit  
Earn up to 7 Hours Real Estate Credit

6th Annual Seminar!

# Commercial Leases with Michael Meyer



January 20, 2006 • San Francisco  
Fairmont Hotel

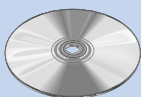
January 23, 2006 • Los Angeles  
Millennium Biltmore Hotel

January 27, 2006 • Costa Mesa  
Hilton Hotel

## Who Should Attend

- Lawyers
  - Brokers
  - Leasing Agents
  - Landlords
  - Tenants
  - Real Estate Professionals
  - Developers
  - Office, Industrial or Retail Leasing Professionals
  - Managers
- ... anyone involved in commercial leasing!

## Free to All Registrants



Course  
Materials  
on CD



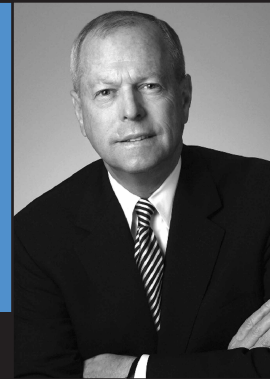
Visit our website at [cle.com](http://cle.com) for a complete listing of MCLE requirements in all states. You will also find a schedule of our upcoming conferences and a listing of available homestudy courses.

Nationally known real estate expert Michael Meyer is one of the industry's leading real estate and leasing lawyers. He is the managing partner of the downtown Los Angeles office of DLA Piper Rudnick Gray Cary. Michael regularly represents many of the country's leading financial institutions, accounting firms and law firms in connection with major lease transactions. The *Los Angeles Business Journal* recently named him one of the 25 most powerful lawyers in Los Angeles. The *Los Angeles Daily Journal* and the *San Francisco Daily Journal* both named him one of the 100 most influential lawyers in California. He was ranked second among all the real estate lawyers in California in *Chambers USA-America's Leading Business Lawyers*, 2003-2004, and was named one of Los Angeles' Ten Top Super Lawyers in a poll published in *Los Angeles Magazine*. Michael 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 interrelationships 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. Michael regularly performs *pro bono* work for various civic and charitable organizations and is actively involved in charitable and community work.

Register Online at [www.cle.com](http://www.cle.com) or Call (800) 873-7130  
Seminar Schedule and Speaker Biography Inside

6th Annual Seminar!

# Commercial Leases with Michael Meyer



January 20, 2006 • San Francisco  
Fairmont Hotel

January 23, 2006 • Los Angeles  
Millennium Biltmore Hotel

January 27, 2006 • Costa Mesa  
Hilton Hotel

**YES!** Please register the following:  San Francisco - January 20  
 Los Angeles - January 23  
 Costa Mesa - January 27

Name: \_\_\_\_\_

Name: \_\_\_\_\_

Name: \_\_\_\_\_

Firm: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_

State: \_\_\_\_\_ Zip+4: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Email: \_\_\_\_\_

Check here if you do not want email notification of future programs.

**I cannot attend. Please send me:**

- Course Materials Only
- Audio Homestudy Course (Audio Transcript and Materials)
- Email Notification of Future Conferences

© 2005 CLE INTERNATIONAL CALMEY06

**Save when two or more register!**

Check payable to CLE International \$ \_\_\_\_\_ or charge my:

VISA  MASTERCARD  AMEX Expiration Date: \_\_\_\_\_

Card No: \_\_\_\_\_

Signature: \_\_\_\_\_



Code: WEB

**Register  
Today!**

[www.cle.com](http://www.cle.com)

**FAX**  
(303) 321-6320  
**E-MAIL**  
registrar@cle.com

**MAIL**  
CLE INTERNATIONAL  
1620 Gaylord Street  
Denver, CO 80206

**PHONE**  
(800) 873-7130

6th Annual Seminar!

# Commercial Leases with Michael Meyer



January 20, 2006 • San Francisco  
Fairmont Hotel

January 23, 2006 • Los Angeles  
Millennium Biltmore Hotel

January 27, 2006 • Costa Mesa  
Hilton Hotel

“Michael Meyer is the best speaker on this topic in the United States.”  
Stephen Rice, Esq., Rice Silbey Reuther & Sullivan, Las Vegas, NV

“Interesting and relevant. Very well informed and good speaker.”  
Sandy Bankek, Granite Properties, Houston, TX

“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, CA

“Michael did a great job making the topic and discussions fun and interesting. The material and his knowledge of the topic are both informative and impressive.”  
Tim Henderson, Esq., Henderson & Morgan, Reno, NV



# Seminar Schedule

---

## Morning 8:00 a.m. – 12:00 p.m.

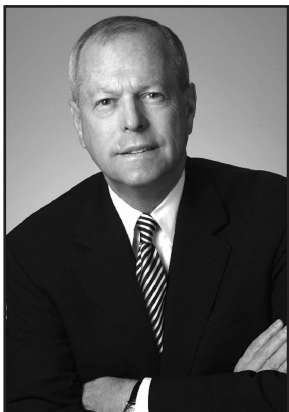
- 8:00 Registration and Continental Breakfast
- 8:30 **The Lease and Negotiation Tips**  
An Overview
- 8:45 **Requests For Proposal (Short Form and Long Form), Letters of Intent and Term Sheets**  
When and How to Use Them
- 9:10 **Lender's Concerns/Protecting the Lender**  
Dos and Don'ts; Subordination, Non-Disturbance and Attornment Agreement; Estoppel Certificate
- 9:30 **Checklist**  
All of the Key Provisions Put in Perspective
- 10:15 Morning Break
- 10:30 **Current Issues and Developments in Insurance; Interrelationship with Damage and Destruction**  
Casualty and Rent Continuation Insurance and How Such Insurance Interrelates with the Damage and Destruction Provisions; Special Focus on Insurance re Terrorists, Earthquakes, Hurricanes and Tornadoes
- 11:15 **Assignments and Subleases**  
Balancing Rights; Recapture; the Use Clause; Recognition Agreement
- 12:00 Lunch Break

## Afternoon 1:15 p.m. – 5:15 p.m.

- 1:15 **Options and Fair Market Rental**  
Options 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
- 2:00 **The Renewed Focus on Tenants' Other Exit Strategies**  
Contraction Rights and Early Termination Rights; Exclusives; Signage; Affiliates
- 2:25 **Representing the Small Tenant in a Small Lease Transaction**  
The Top Ten Issues
- 3:00 Afternoon Break
- 3:15 **Enforcement of Leases**  
Default; Termination; Evictions; Damages
- 3:45 **Operating Expenses**  
Inclusions and Exclusions; Gross-Up; Net vs. Gross; Use of Modified Gross Leases; Audit Rights
- 4:45 **The Industrial Lease**  
Primary Differences Between the Industrial Lease and the General Office Lease
- 5:00 **Ethical Considerations**  
Limitation on Tenants' and Landlords' Recourse; Arbitration and Mediation; Rules of Behavior; Miscellaneous Provisions
- 5:15 Evaluations and Adjourn

---

**Over 2500 people have benefited from Michael Meyer's expertise and engaging presentation style!**



In just one day, Michael 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 valuable advice that is directly applicable to your practice. Plus, you'll leave with comprehensive course materials prepared by Michael, including many ready-to-use forms.

**You won't find a more valuable real estate law program anywhere.**

---

**Save  
These  
Dates!**

**Internal Investigations**  
January 23, 2006, Los Angeles

**California Wetlands**  
January 26-27, 2006, San Diego

For more information about these and other programs, visit our website at [www.cle.com](http://www.cle.com).

**Screenwriting for Lawyers**  
January 27, 2006, Miami

**Creative Writing for Lawyers**  
February 6, 2006, Austin

**Class Actions**  
February 9-10, 2006, San Francisco

**NEPA**  
February 13, 2006, San Francisco

# Meet Your Instructor

**Michael Meyer** is the managing partner of the downtown Los Angeles office of DLA Piper Rudnick Gray Cary. He regularly represents many of the country's leading financial institutions, accounting firms and law firms in connection with major lease transactions. The *Los Angeles Business Journal* recently named him one of the 25 most powerful lawyers in Los Angeles. The *Los Angeles Daily Journal* and the *San Francisco Daily Journal* both named him one of the 100 most influential lawyers in California. He was ranked second among all the real estate lawyers in California in *Chambers USA-America's Leading Business Lawyers*, 2003-2004, and was named one of Los Angeles' Ten Top Super Lawyers in a poll published in *Los Angeles Magazine*. Michael 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 interrelationships 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.

## Past Seminars Attended Nationwide By:

Akin, Gump, Strauss, Hauer & Feld • Alameda County • Alston, Courtnege & Bassetti • Arnold & Porter • AT&T • Baker & Hostetler • Bank of America • BeerWells Real Estate Services • Best, Best & Krieger • Boston Properties • Boulder Bay Real Estate • Broad and Cassel • Broadcom Corporation • Broward County Aviation Department • Brownstein Hyatt & Farber • Bryan Cave • Bureau of Indian Affairs • Cairncross & Hempelmann • California Casualties Management Company • Carramerica Realty Corporation • CB Richard Ellis • Century 21 • Chicago Board of Trade • Cinergy • City of Chicago • City of Fernandina Beach • City of Los Angeles • City of Salem • City of San Buenaventura • City of San Rafael • City of Santa Clarita • CMI Brokerage • Coldwell Banker • Colliers International • Columbia West Properties • Commercial Properties of Nevada • Commercial Texas • Conoco Phillips • Cook County State Attorney • Cornerstone Property Management • Costco • County of Alameda • County of Sacramento • County of San Bernardino • County of San Diego • County of Sonoma • Cox, Castle & Nicholson • Cushman & Wakefield • David Bass & Associates • Denver Housing Authority • Derrick Interests • DHL Worldwide • DLA Piper Rudnick Gray Cary • Eagle County Assessor's Office • Equity Office Properties Trust • Equus Management Corporation • eRealty Companies • Faegre & Benson • Farella, Braun & Martel • Farmers Group • Fennemore Craig • Fidelity National Financial • Fireman's Firm Insurance • Florida Power & Light Company • The Fort Worth Club • Frederick Ross • Fujitsu America • Genentech • George Mason University • Gibson, Dunn & Crutcher • GMAC Commercial Mortgage • Goodrich Corporation • Granite Properties • Greenberg Traurig • Grubb & Ellis • Gust Rosenfeld • Heller Ehrman White & McAuliffe • Hines • Holland & Knight • HQ Global Workplaces • In-N-Out Burger • Industrial Properties of Nevada • J.L. Moseley Company • Jack in the Box • Jones Lang Lasalle • Julien J. Studley • Kaiser Permanente • Katten Muchin Zavis & Rosenman • KG Investment Company • King Taco Restaurants • Kroger Real Estate • Latham & Watkins • LeBoeuf, Lamb, Greene & MacRae • Lewis and Roca • Lexis-Nexis • Lockheed Martin • Los Angeles Center Studios • Los Angeles City Attorney's Office • Los Angeles County • Luce, Forward, Hamilton & Scripps • Maricopa County Attorney's Office • Marin Executive Park • Mayer, Brown & Platt • McCullough Hill • McGuireWoods • Mid Ohio Development Corporation • Milbank, Tweed, Hadley & McCloy • Moneytree • Munger, Tolles & Olson • Nestle USA • New Mexico State Land Office • Northwest Hospital & Medical Center • Olympic Property Group • O'Melveny & Myers • Oregon Association of Realtors • Pacific Capital Bank • PacifiCorp • PacTrust • Pan America Transport • Paul Hastings Janofsky & Walker • Pepperdine University • Perkins Coie • Pharmerica • Pillsbury Winthrop Shaw Pittman • Port of San Diego Real Estate • Port of San Francisco • Presidio City Trust • Protea Real Estate • Proterra Properties • Quarles & Brady • Raytheon • RE/MAX • River Oaks Properties • Ryley Carlock & Applewhite • San Diego Unified Port District Attorney's Office • Santa Clara Valley Water District • Savers • Shell Oil Company • Sheppard Mullin Richter & Hampton • Sidley Austin Brown & Wood • Snell & Wilmer • Southwest Florida Water Management District • Spherion Corporation • SRI International • Starbucks Coffee Company • State Farm Insurance • Staubach Company • Sullivan, Workman & Dee • Taco Bell • Tampa-Hillsborough Expressway Authority • Target Management & Leasing • Terminix Commercial • Santa Clara County • The Metropolitan Water District of Southern California • The Salvation Army • Total Companies • Trainor Robertson • Trammell Crow Company • U.S. Cellular • UCLA • Unigard Insurance Company • United Commercial Bank • United Commercial Realty • University of Southern California • UPS • VERITAS Software • Warner Brothers • Washington State Department of Transportation • Wells Fargo • White & Robinson • Wilson Sonsini Goodrich & Rosati • Winchell's Donuts • Wolf, Rifkin, Shapiro & Schulman

# Seminar Information

### Continuing Education Credit (MCLE/Real Estate)

**MCLE:** This course has been approved for Minimum Continuing Legal Education Credit by the State Bar of California in the amount of 7 hours.

CLE INTERNATIONAL certifies that this activity conforms to the standards for approved education activities prescribed by the rules and regulations of the State Bar of California governing minimum continuing legal education.

**Real Estate:** This course meets the requirements for 7 hours of continuing education by the California Department of Real Estate under the Designation Consumer Protection.

CLE INTERNATIONAL is an approved sponsor in all states having mandatory continuing legal education requirements.

For accreditation in other jurisdictions or disciplines, please contact Jill Shannon, Accreditation Manager, at (800) 873-7130 or [jill@cle.com](mailto: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/Order Form to (303) 321-6320, email your registration to [registrar@cle.com](mailto:registrar@cle.com) or register online at [www.cle.com](http://www.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 (800) 873-7130 if you require special accommodations.

### Reserve Your Room Early

**San Francisco:** Fairmont Hotel, 950 Mason Street, San Francisco, CA 94108.

**Los Angeles:** Millennium Biltmore Hotel, 506 South Grand Avenue, Los Angeles, CA 90071.

**Costa Mesa:** Hilton Hotel, 3050 Bristol Street, Costa Mesa, CA 92626.

To secure your space and get the best rate, please call Community World Travel at (888) 724-0500 or visit [www.communityworldtravel.com](http://www.communityworldtravel.com).

### Tuition

The tuition fee of \$695 per person (\$595 for government employees, 501(c)(3) organizations, full-time judges, paralegals and law students) includes attendance at all sessions, course materials, continental breakfast and coffee breaks.

### Save When Two or More Register

Save \$200 or more with our multiple registrant discount! Tuition is only \$595 per person for two or more from the same firm (\$495 for government employees, 501(c)(3) organizations, full-time judges, paralegals and law students).

### About CLE International

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

### Course Materials

Each registrant will receive a set of course materials, in print form and on CD, prepared by Michael Meyer especially for this Seminar. A valuable future reference, the course materials and CD 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 Seminar (including all course materials and CD) for \$695 plus \$10 shipping and handling. This package may qualify for homestudy 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 seven days preceding the Seminar. Substitutions may be made at any time.

### In-House Training Available

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

**CLE INTERNATIONAL Managing Program Attorney:**  
**Heidi A. Ray, [heidi@cle.com](mailto:heidi@cle.com)**