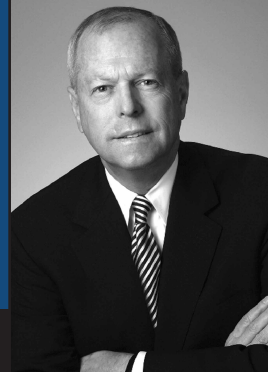




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6th Annual Seminar!

# Commercial Leases with Michael Meyer



February 10, 2006 • Denver  
Grand Hyatt Hotel

March 17, 2006 • Phoenix  
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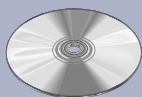
April 7, 2006 • St. Louis  
Adam's Mark Hotel

May 12, 2006 • Seattle  
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## 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  
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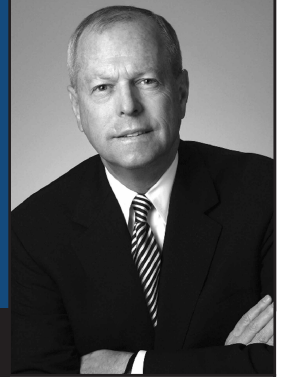
Visit our website at [cle.com](http://cle.com) for a complete listing of MCLE requirements in all states. You will also find a schedule of our upcoming conferences and a listing of available homestudy courses.

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 ▶

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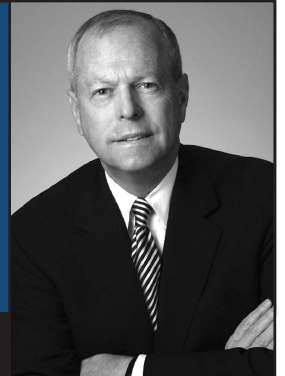
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“Michael Meyer is the best speaker on this topic in the United States.”

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

“Excellent seminar and course materials. Mr. Meyer was well-prepared and has a great deal of experience to draw from.”

Brick Murphy, Esq., Liebmann, Conway Law Firm, Green Bay, WI



# Seminar Schedule

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## Morning 8:00 a.m. – 12:00 p.m.

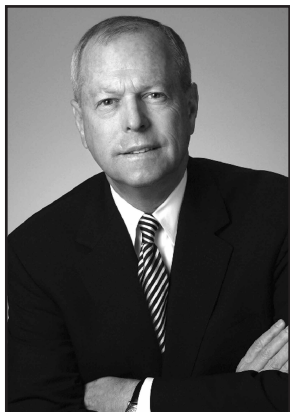
- 8:00 Registration and Continental Breakfast
- 8:30 **The Lease and Negotiation Tips**  
An Overview
- 8:45 **Requests For Proposal (Short Form and Long Form), Letters of Intent and Term Sheets**  
When and How to Use Them
- 9:10 **Lender's Concerns/Protecting the Lender**  
Dos and Don'ts; Subordination, 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

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

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Recreation & Adventure  
Program Law & Liability  
April 3-4, Denver

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

# Meet Your Instructor

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