



Earn 7 Hours MCLE Credit
Earn 7 Hours Real Estate Credit

The World Series of Leasing Seminars

Commercial Leases with Michael Meyer

February 23 • Denver
Grand Hyatt Hotel

March 23 • Phoenix
Hilton Hotel

April 20 • Miami
Biltmore Hotel

May 18 • Seattle
Westin Hotel

Why attend this Seminar?

- Find out how to hit any curve ball thrown
- Discuss lease provisions that are fair to both teams
- Reaffirm the fundamentals and take your skills to the Major Leagues!

Spend the day with Heavy Hitter Michael Meyer!

- Managing partner of the downtown Los Angeles and Century City offices of DLA Piper.
- 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 the real estate lawyers in California in *Chambers USA-America's Leading Business Lawyers, 2003-2004*.
- He was recently named one of the Top 500 Lawyers in America, and five of the lawyers named were United States Supreme Court Judges.
- He is currently representing the State of California on its lease negotiations with the National Football League.
- After graduating from the University of Chicago Law School, he played in seven games in Wrigley Field with the Chicago Cubs.



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
New Seminar Schedule and Speaker Biography Inside



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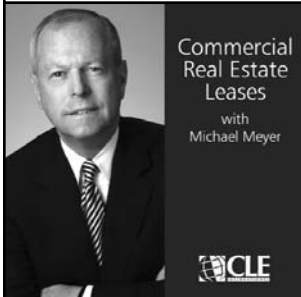
starting **line-up**

Morning 8:00 a.m. – 12:00 p.m.

Afternoon 1:15 p.m. – 5:15 p.m.

- 8:00 **Pitchers and Catchers Report**
Registration and Continental Breakfast
- 8:30 **Conference on the Mound**
Requests for Proposal: Short Form and Long Form; Letters of Intent and Term Sheets; Why, if You're a Tenant, This Is the Best Time to Negotiate a Lease
- 8:45 **Getting to First Base**
The Interrelationship Between the Commencement Date and the Work Letter: Beware of Hidden Costs
- 10:00 **If You Build It, They Will Come**
Protecting the Lender: Lender's Do's and Don'ts; Subordination, Non-Disturbance and Attornment Agreement; Estoppel Certificate; The Most Common Error in Non-Disturbance Agreements Both Landlords and Tenants Make
- 10:15 Time Out
- 10:30 **Going to the Bullpen**
Insurance: Where Do Damage and Destruction Intersect? Where Do Damage and Destruction Merge with Casualty and Rent Continuation Insurance? What Happens to Insurance When Disaster Strikes: Rebuilding After Terrorism, Earthquakes, Hurricanes and Tornadoes
- 11:15 **Balls and Strikes**
Assignments and Subleases: Know the Difference; the Importance of the Underlying Lease; Balancing Rights; Recapture; the Use Clause
- 12:00 Hit the Concession Stand

- 1:15 **"If You Don't Know Where You're Going, You'll Wind up Someplace Else." –Yogi Berra**
Options and Fair Market Rental: 3 Case Studies
Options to Expand and Option to Renew; The Importance of Properly Defining Fair Market Rental and Establishing the Correct Procedures to Determine Fair Market Rental
- 2:00 **Root, Root, Root for the Home Team**
Protecting the Tenant: Contraction Rights; Early Termination Rights; Exclusives; Signage; Affiliates
Protecting the Landlord: Default Notices, Limitation of Landlord Liability and Limitation of Right to Terminate
- 2:25 **A League of Their Own**
Representing the Small Tenant in Small Lease Transactions: The Top 10 List
- 3:00 7th Inning Stretch
- 3:15 **There's No Crying in Baseball!**
Enforcing the Lease: Default; Termination; Evictions; Damages
- 3:45 **Who's on First, What's on Second, I Don't Know's on Third**
Operating Expenses: Inclusions and Exclusions; Gross-Up; Net vs. Gross; Use of Modified Gross Leases; Audit Rights
- 4:45 **Rounding Third**
The Industrial Lease: 5 Primary Differences Between the Industrial Lease and the General Office Lease
- 5:00 **Good Sportsmanship**
Ethical Considerations: 11 Reminders for Business and Life
- 5:15 **Safe at Home Plate**
Evaluations and Adjourn



In just one day, Michael E. Meyer, the MVP of leasing, will give you a play-by-play account on 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, tenant and lender 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, also on CD, including many ready-to-use forms.

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

Save These Dates!

Regulatory Takings
February 22-23, Tampa

Intellectual Property
February 22-23, Denver

NEPA
March 1-2 Las Vegas

Colorado Water Law
March 8-9, Denver

Land Use Law
April 12-13, Phoenix

Eminent Domain
May 17-18, Phoenix

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

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meet your **coach**



Nationally Known Real Estate Expert Michael E. Meyer is the managing partner of the downtown Los Angeles and Century City offices of DLA Piper. He regularly represents many of the country's leading financial institutions, accounting firms and law firms in connection with major lease transactions. 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. Major leases he has done for tenants within the last 12 months include Bank of America (200,000 sq. ft.), City National Bank (330,000 sq. ft.), the Capital Group (300,000 sq. ft.) and TCW (200,000 sq. ft.). 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.

"Arguably the country's leading real estate lawyer."

—Los Angeles Daily Journal

"I have never met an attorney who is more knowledgeable, more persuasive, and able to present issues with more clarity."

—Sandra Mallory, Esq., Greenberg Traurig
San Francisco, CA

"When Mike Meyer speaks, owners, brokers and tenants listen, for no one knows better than Mike the custom and practice of commercial leasing. He is fair to all parties, detailed, and intelligent in his analysis."

—Barbara S. Harris, BOMA of Greater Los Angeles, CA

"Best inspirational presentation I've ever attended. Mr. Meyer is exceptional as a business person, and moreover as a good person."

—Barbara Cooper, CRESA Partners, Newport Beach, CA

"Real estate guru Michael Meyer has spent three decades helping global 500 clients find their sweet spot in Los Angeles. Along the way, he has transformed the city's real estate practice—all the while building a reputation as one of the city's nicest guys."

—Los Angeles Daily Journal

"Michael is a Lease Guru! He explains lease concepts in a very clear manner. Worth the trip!"

—Joe Burtoni, The Wells Group, Phoenix, AZ

"The materials seem very comprehensive and will be of great use in actual practice."

—Gregory Garner, HKS Associates, Denver, CO

"It is very clear that Mr. Meyer knows his subject! I learned a lot and now have much to think about. He knows how to put it in common sense terms."

—Jim Wotkyns, The Wells Group, Phoenix, AZ

"Interesting and relevant. Very well informed and good speaker."

—Sandy Banke, Granite Properties, Houston, TX

"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, Henderson & Morgan, Reno, NV

"Excellent instructor. Very good commentary on practical application."

—Tom Stanek, Eagle Realty Group, Cincinnati, OH

"Clearly, Mr. Meyer is a seasoned professional. I found myself nodding understandingly at his real life examples."

—Marie-Louis Skafte, DHL Worldwide Express
Plantation, FL

"Excellent instructor and very comprehensive materials."

—James Keane, Prudential Carruthers Realtors
Washington, DC

"This was the best CLE I've ever attended!"

—Claire Hur, Williams Kastner & Gibbs, Seattle, WA

box office **info**

Continuing Education Credit

Colorado

MCLE: This course has been approved for 8 hours of MCLE credit by the Supreme Court of Colorado Board of Continuing Legal & Judicial Education.

Real Estate: This course has been approved for 8 hours of Real Estate credit by the Colorado Department of Real Estate.

Arizona

MCLE: The State Bar of Arizona does not approve or accredit CLE activities for the Mandatory Continuing Legal Education requirement. This course may qualify for up to 7 hours toward your annual CLE requirement for the State Bar of Arizona.

Real Estate: This course has been approved for 7 hours of Real Estate credit by the Arizona Department of Real Estate.

Florida

MCLE: The course has been approved by the Florida State Bar for a maximum of 8 hours MCLE credit, Florida Sponsor No. 750743.

Real Estate: This course is approved by the Florida Department of Business and Regulation for up to 7 hours of real estate credit.

Washington

MCLE: The course meets the requirements for up to 7 hours of MCLE credit by the Washington State Bar Association.

Real Estate: This course meets the requirements for up to 8 hours Real Estate credit from the State of Washington.

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

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 or (303) 377-6600, fax the Registration/Order Form to (303) 321-6320, email your registration to registrar@cle.com or register online at 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 or (303) 377-6600 if you require special accommodations.

Grand Hyatt Hotel

1750 Welton St., Denver, CO 80202

Hilton Scottsdale Resort & Villas

6333 North Scottsdale Road, Scottsdale, AZ 85250

Westin Biltmore Hotel & Resort

1200 Anastasia Avenue, Coral Gables, FL 33134

Westin Hotel

1900 Fifth Avenue, Seattle, WA 98101

For Hotel Reservations:

Community World Travel at (888) 724-0500 or (303) 316-4833. www.communityworldtravel.com.

About CLE International

CLE INTERNATIONAL, a leading provider of continuing professional education, has been presenting high quality programs nationwide since 1983. For accreditation in other jurisdictions or disciplines, please contact **CLE INTERNATIONAL** at (800) 873-7130 or (303) 377-6600.

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

Playbook: CD Included!

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.

Ticket Price: \$495

The tuition fee of \$495 per person (\$445 for government employees, 501(c)(3) organizations, full-time judges and law students) includes attendance at all sessions, course materials, continental breakfast and coffee breaks.

Double Play

Save \$100 or more with our multiple registrant discount! For two or more registering from the same firm, tuition is only \$445 per person (\$395 for government employees, 501(c)(3) organizations, full-time judges and law students).

Homestudy Package

If you cannot attend, **CLE INTERNATIONAL** also offers a complete audio transcript of the Seminar (including all course materials and CD) for \$495 plus \$10 shipping and handling. This package qualifies for MCLE self-study credit.

Rain Out

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.

Spring Training Available

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

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YES! Please register the following:

Denver Phoenix Miami Seattle

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

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The Stats—

- **In 2000**, CLE International held its first-ever Seminar on Commercial Leases with Michael Meyer.
- Since then, **over 4,200** people have benefited nationwide from Michael's unsurpassed credentials and his engaging, friendly presentation style.
- Past attendees have described Michael as **"timely," "responsive"** and **"fabulous."**

Don't get caught napping! If you're looking for the best Seminar in the country on Commercial Leases, look no further—you've found it.