

**Earn Up to 7 Hours  
MCLE Credit Including One  
Hour of Ethics**

**Earn 7 Hours  
Real Estate Credit**



**3rd Annual One-Day Seminar**

# Commercial Real Estate Leases

**A Review of the Basics and A Focus on New Developments**

**Los Angeles**

Millennium Biltmore Hotel  
January 10, 2003

**San Diego**

Sheraton Hotel & Marina  
January 17, 2003

**San Francisco**

Pan Pacific Hotel  
January 31, 2003



**With Nationally Known  
Real Estate Expert**

*Michael E. Meyer, Esq.  
Pillsbury Winthrop, Los Angeles*



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.

This is my favorite course. We take the key lease provisions and go back to basics. The course explains the origin of the provisions, the applicable laws, how the provisions work in practice and how the provisions can be successfully drafted and negotiated by both landlords and tenants to provide the legitimate and important protections required by tenants while at the same time protecting the landlord's ability to collect rent and operate the building in a prudent manner without hindering the landlord's ability to finance and sell the building.

This course is ideal for beginners and experts alike, since for each provision we start at the most simple level and go to the most sophisticated level. The written materials will contain landlord provisions, tenant provisions and compromise provisions.

I look forward to seeing you there.

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

**Morning 8:00 a.m. – 11:45 a.m.**

**Afternoon 1:00 p.m. – 5:30 p.m.**

8:00 Registration

**8:30 Introduction**

The Importance of Requests for Proposals;  
Letters of Intent

**8:45 Key Lease Provisions**

The Commencement Date; The Tenant  
Improvement Work Letter; Measurement of  
Square Footage

9:45 Morning Break

**10:00 Current Issues and Developments**

The Energy Crisis; Earthquake Damage and  
Insurance; Terrorist Acts Insurance and  
Damages

**10:45 The Renewed Focus on Tenants'  
Exit Strategies**

Contraction Rights and Early Termination  
Rights; Assignments and Subleases;  
Exclusives; Signage; Affiliates; Recognition  
Agreements

11:45 Lunch Break



**1:00 Options and Fair Market Rental**

Option 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 Protecting the Landlord  
and Tenant**

Subordination, Non-Disturbance and  
Attornment Agreement; Estoppel Certificate

2:45 Afternoon Break

**3:00 Enforcement of Leases**

Default, Termination; Evictions; Damages

**3:45 Hot Topics**

Preserving the Premises; Repairs and  
Maintenance; Insurance; Alterations;  
Mechanics' Liens; Surrender; Damage and  
Destruction; Condemnation

**4:30 Ethical Considerations**

Limitation on Tenants' and Landlords'  
Recourse; Arbitration and Mediation; Rules of  
Behavior; Miscellaneous Provisions

5:30 Adjourn

**Upcoming  
Conferences  
in 2003**

Eminent Domain  
January 16-17, San Diego

Regulatory Takings  
January 16-17, Irvine

Negotiating Leases  
January 23-24, Austin

Land Use Law  
January 30-31, Austin

Negotiating Leases  
February 20-21, Atlanta

Land Use Law  
February 20-21, Phoenix

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

Michael E. Meyer, a partner with Pillsbury Winthrop in Los Angeles, is a nationally recognized expert and one of the industry's leading real estate attorneys. He is also considered an authority 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 a judge pro tem in the Los Angeles Municipal Courts and presently serves as an Arbitrator for the American Arbitration Association. He is a frequent speaker on all aspects of leasing topics.

**These are some of the organizations that sent people to previous seminars:**

Akin Gump Strauss Hauer & Feld	Facilicorp	Pacific Life Insurance Company
Allen Matkins Leck Gamble & Mallory	Fidelity National Financial	Port of San Diego
American Realty Advisors	Fremont Group	Port of San Francisco
AT&T	Golden State Mutual Trust	The Presidio Trust
Bartko Zankel Tarrant & Miller	Incyte Genomics	SBC Services
Beacon Capital Partners	Jones Lang Lasalle	Sheppard Mullin Richter & Hampton
Boston Properties	Julien Studley	Sidley Austin Brown & Wood
City of Los Angeles	Kaiser Foundation Health Plan	Staubach Company
City of San Rafael	Luce Foward Hamilton & Scripps	Sutter Health
City of Santa Clarita	The Lomas Santa Fe Group	Trendzitions
Coldwell Banker Commercial	Metropolitan Water District of Southern California	University of Southern California
Cox Castle & Nicholson	Milbank Tweed Hadley & McCloy	Veritas Software
Donahue Schriber	Northrop Grumman	Warner Brothers
eRealty Management		Wilson Sonsini Goodrich & Rosati

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 seven hours including one hour of ethics. **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 has been approved for seven hours of continuing education by the California Department of Real Estate under the designation Consumer Protection. DRE Sponsor No. 2326.

For accreditation in other jurisdictions or disciplines, please call **CLE INTERNATIONAL** at (303) 377-6600.

**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 or e-mail your registration to registrar@cle.com. **Full payment is due at the time of registration.** Walk-in registration will be subject to space availability. Please call **CLE INTERNATIONAL** at (303) 377-6600 if you require special accommodations.

**Seminar Locations and Accommodations**

**Los Angeles:** Millennium Biltmore Hotel, 506 South Grand Avenue, Los Angeles, (213) 624-1011.

**San Diego:** Sheraton Hotel & Marina, East Tower, 1380 Harbor Island Drive, San Diego, (619) 291-2900

**San Francisco:** Pan Pacific Hotel, 500 Post Street, San Francisco, (415) 771-8600.

For room reservations, please call Community World Travel at (888) 724-0500.

**Tuition**

The tuition fee of \$595 per person including attendance at all sessions, course materials, continental breakfast and coffee breaks.

**CLE INTERNATIONAL** offers special rates for non-profit organizations, full-time judges and law students.

**Save When Two or More Register**

Save \$200 or more with our multiple registrant discount! The tuition fee is only \$495 per person for two or more registering from the same organization.

**Course Materials**

Each registrant will receive a set of course materials prepared by Michael E. Meyer for this seminar which will be 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 cassette transcript of the seminar (including all course materials) for \$595 plus \$10 shipping and handling. This package qualifies for self study credit.

**Cancellation Policy**

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 Friday preceding the seminar. Substitutions may be made at any time.

**About the Sponsor**

**CLE INTERNATIONAL**, a leading provider of continuing professional education, has been presenting high quality programs nationwide since 1983. **CLE INTERNATIONAL** is a State Bar of California approved MCLE provider.

**CLE INTERNATIONAL Program Coordinator:**  
Carol A. O'Neill, carol@cle.com

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CLE INTERNATIONAL 1620 Gaylord Street Denver, CO 80206	(800) 873-7130	registrar@cle.com	(303) 321-6320	www.cle.com

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*Michael E. Meyer, Esq.  
Pillsbury Winthrop, Los Angeles*

In just one day, Michael E. Meyer will guide you through the ins and outs of negotiating and drafting better commercial real estate leases. This informative as well as practical one-day seminar will give you the opportunity to interact personally with one of the preeminent leasing attorneys in the country. He'll share his secrets on analyzing leases provisions from the landlord's, tenant's and lender's perspectives, he'll answer your questions and he'll give you practical advice that is directly applicable to your practice. Plus, you'll leave with comprehensive course materials prepared by Mr. Meyer, including many ready-to-use forms.

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**YES!** Please register the following:

Name: \_\_\_\_\_  
 Name: \_\_\_\_\_  
 Name: \_\_\_\_\_  
 Firm: \_\_\_\_\_  
 Address: \_\_\_\_\_  
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Check Here If You Do Not Want Email Notification of Future Programs.

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

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

Save when two or more register!

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 VISA  MASTERCARD  AMEX Expiration Date: \_\_\_\_\_  
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**This form is not for online registration. Please print out this form and fax to 303-321-6320. Or click back to the Conference homepage and click the "Register Now!" button.**