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COMMERCIAL LEASES

with Michael Meyer

May 13, 2011 • Hilton Bayfront • SAN DIEGO



In just one day, Michael Meyer will guide you through the ins and outs of negotiating and drafting better commercial real estate leases in today's economy.

This informative and practical 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 the situations you face every day.

Plus, you'll leave with comprehensive course materials prepared by Mike, including many ready-to-use forms.

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

Don't Miss It!

"Mike is the best presenter I've encountered. His balance of expertise, humor and pace makes for an exciting and useful seminar."

Richard Feldman, Esq., Nestle USA, Glendale, CA

"Very informative. It is nice to see an expert who can make a good case for either side."

Del Ramirez, Community Redevelopment Agency of the City of Los Angeles, CA

"Extremely helpful perspective for tenant representation."

Ryan Phillips, Cushman Wakefield, Los Angeles, CA

"Michael is simply an excellent teacher and communicator."

David Y. Chua, Westlake Realty Group, San Mateo, CA

"Mike's material was very relevant to the current state of the real estate market. Very helpful and powerful information."

Steve Lee, Cushman & Wakefield, Irvine, CA

"Whether you are a 20-year veteran or a first-year rookie, Mike and the class are simply the best for improving your value to your clients."

Travis Boyd, Cushman & Wakefield, Irvine, CA

Schedule and Instructor Bio inside

REGISTER NOW! www.cle.com/commercial or (800) 873-7130

8:00 Registration and Continental Breakfast

8:30 **Introduction and Welcome**

8:45 **State of the Market/Economy**

Cutting the Business Deal; Strategies for Successful Lease Negotiation; Bankruptcy in Today's Market; Special Focus on Issues that Are More Relevant When Landlords, Lenders and Tenants Are Facing Economic Uncertainties

9:30 **Letters of Intent and RFPs**

Validity and Enforcement; Critical Terms and Conditions

10:15 Networking Break

10:30 **Tenant Improvement Agreements and Rent Commencement**

Determining Allowances; Work Letter; Approval of Proposed Tenant; Improvements; Lease Commencement Date; Conditions of Premises; Offset Rights; Termination Rights; Paying Tenant Improvement Allowances; Use of Letter of Credit to Secure Obligations of Landlords as Well as Tenants

11:15 **Rent and Operating Expenses**

Calculations and Accounting Issues; Audits and Confidentiality Agreements

12:00 Lunch Break

1:15 **Assignment and Subletting**

Recapture Rights; Negotiating Sublease Transactions; Recognition Agreements and Affiliates; Sharing of Profits

1:45 **Options: Creating Flexibility in the Lease**

New Emphasis on Shorter Lease Terms; Early Termination Rights and Contraction Rights; Negotiating Rights to Renew, Expand, Contract and Terminate; Determination of Fair Market Rental Rate; Right of First Offer Rights; Partial Renewals

2:30 **Defaults and Remedies**

Enforcing the Lease; Evictions and Damages; Tenant Remedies upon Landlord Default; Workouts and Restructuring

3:15 Networking Break

3:30 **Credit Enhancements**

Security Deposits; Letters of Credit; Guaranties

4:15 **Lease Re-Negotiation**

Win-Win Alternatives for Both Sides

5:00 **Ethics**

Considerations for Business and Life

5:30 Evaluations and Adjourn

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

SPEND THE DAY WITH MICHAEL MEYER!



Nationally known real estate expert Michael E. Meyer is the managing partner of the downtown Los Angeles and Century City offices of DLA Piper.

Mike has developed a reputation as one of the preeminent leasing attorneys in the country. He regularly represents leading financial institutions, accounting firms and law firms in connection with major lease transactions throughout the United States, including Bank of America (200,000 sq.ft.), City National Bank (330,000 sq.ft.), The Capital Group (300,000 sq.ft.), TCW (200,000 sq.ft.) and Rand in Santa Monica.

He is a member of the board of directors and executive committee of the Building Owners and Managers Association (BOMA) in Los Angeles, and a member of the American College of Real Estate Lawyers

He is considered one of the country's leading authorities on renewal rights, the assignment and subleasing provision, and the inter-relationships 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 developed the definition of fair market rental rate which, in one form or another, is used in numerous major lease transactions, and has been intimately involved in many arbitrations/mediations involving fair market rental rates—the most recent, involving Screen Actors Guild, Rosenfeld, Meyer & Susman, Nestle, Saban Entertainment and Sony with major landlords including Jerry Snyder, Douglas Emmett, Equity Office, Heitman and Transpacific.

Mike was named CoreNet Global's Real Estate Professional of the Year and the *Los Angeles Business Journal* named him one of the 25 Most Powerful Attorneys in Los Angeles. He was named one of the 100 Most Influential Lawyers in California by the *Los Angeles Daily Journal* and the *San Francisco Daily Journal*. The respected English publication *Chambers USA: America's Leading Lawyers for Business* ranks him in California's top tier for real estate law, calling him a "commanding name as a leasing expert" and "the best leasing lawyer in town" and quoting clients who note that he "basically invented the commercial tenant practice." *Legal 500* calls him "very personable" and notes he is "very well known in the leasing area."

In a vote by his peers, which was published by *Los Angeles* magazine, Mike has been ranked in the Top 100 of all the Super Lawyers in Southern California. In 2005, 2006 and 2007, he was

named among the 500 Leading Lawyers in the United States by *Lawdragon*. He is also listed in the *Guide to the World's Leading Real Estate Lawyers*, the *International Who's Who of Real Estate Lawyers* and the *International Who's Who of Business Lawyers*, published by Who's Who Legal. In 2007, the California Daily Journal named Mike to its list of the Top 100 Attorneys in California. Practical Law Company's *Which Lawyer? Yearbook* recognized him as one of the three "Leading Individuals" in real estate law in Los Angeles in both 2007 and 2009. In 2008, *Lawdragon* named him among the *Lawdragon* 500 Dealmakers in America and he was named among *Lawdragon's* 500 Leading Lawyers in America. In 2009, the *Los Angeles Business Journal* named him among the top 100 lawyers in Los Angeles.

In 2006, Mike was honored by the Weingart Center Association at "Striking Out Homelessness and Poverty," a benefit event at Dodger Stadium, for his extensive efforts to help victims of poverty return to work. Proceeds from the event went to the Weingart Center in downtown Los Angeles to contribute to its work delivering high-quality human services and providing leadership and innovative solutions to break the cycle of homelessness and end poverty. He is on the board of directors of the Sheriff's Youth Foundation, Los Angeles Police Foundation, Reviving Baseball in Inner Cities, and LA Sports & Entertainment Commission.

4 EASY WAYS TO REGISTER

1 www.cle.com/commercial

2 FAX (303) 321-6320

3 PHONE (800) 873-7130

4 MAIL
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1620 Gaylord Street
Denver, CO 80206

YES! Please register the following:

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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 Friday prior to the Seminar. Substitutions may be made at any time.

Tuition

- \$795 per person
 \$695 each for two or more
 \$695 each for government, 501(c)(3) organizations, full-time judges, law students and paralegals
 \$595 each for two or more government, 501(c)(3) organizations, full-time judges, law students and paralegals

Home Study

- Audio transcript and course materials
 \$795 plus \$10 shipping and handling

Course Materials Only

- \$150 plus \$10 shipping and handling

Course materials available in: CD Binder
 Both(Extra cost: \$50/set)

Payment

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Seminar Designed For:

- Lawyers
- Real Estate Brokers
- Property Managers
- Landlords
- Tenants
- Lenders
- Developers

... and anyone involved in drafting and negotiating commercial real estate leases!



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