



3rd Annual One-Day Conference - LIVE!

MEYER on LEASES

Negotiating for Landlords & Tenants

March 10, 2017 • Westin • Seattle

Meet Your Instructor

No one explains leasing issues more clearly, more expertly, or more thoroughly than Michael Meyer.



Michael E. Meyer is a highly accomplished real estate lawyer who has developed a national reputation as the preeminent commercial real estate leasing attorney in the United States. He is Chairman of the Los Angeles offices of DLA Piper. He regularly represents many of this country's leading financial institutions, accounting firms, and law firms in major lease transactions throughout the US.

Recently, Michael has achieved some of his most significant and notable successes since he first started practicing law.

In particular, Michael represented Mercedes Benz on the company's 1,000,000 square feet lease in Long Beach, CA. He represented Sempra Energy on its new 300,000 rentable square feet (rsf) headquarter's "build to suit lease" in San Diego. Other major representations include the Farmers Group on its 500,000 rsf leases in Woodland Hills, Softbank on its 100,000 rsf lease in San Carlos, Bank of the West on its 93,000 rsf lease in Monterey Park, and KPMG on the lease of the company's new headquarters located in downtown Los Angeles.

In 2012, Michael was awarded the Real Estate Lawyer of the Year Award by the Los Angeles County Bar Association. More recently, Michael was included as one of the top lawyers on separate lists compiled by the Daily Journal, Los Angeles Business Journal, Chambers (top tier), and Super Lawyers (top 100). The Best of the Best publication named Michael as Real Estate Lawyer of the Year for Los Angeles.

Course Materials - a \$250 Value!

You'll leave the conference with a flash drive containing comprehensive course materials prepared by Michael, including sample checklists and many ready-to-use forms.

- **Sample Office Lease Checklist covering 43 key provisions plus numerous exhibits and schedules**
- **Sample Long and Short Form Requests for Proposals**
- **Building Questionnaire**
- **Sample Subordination, Nondisturbance and Attornment Agreement**
- **Sample Letter of Credit**

A valuable, future reference, yours just for attending the course!

CONFERENCE LOCATION



The Westin Seattle

1900 - 5th Avenue
Seattle, WA 98101
(206) 728-1000

Experience a world-class, four-star hotel with a great location in the heart of the city, just a three-minute walk from Pacific Place Mall, 0.4 miles from Pike place Market, and 0.8 miles from the Space Needle.

Friday, March 10

Spend the day with Michael Meyer and improve your commercial real estate lease negotiating skills!

8:00	Registration and Networking Continental Breakfast
8:30	Introduction and Welcome
8:35	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
8:45	Letter of Intent and RFPs Let's Make a Deal: Lawyers and Brokers Working Together; Protecting the Interests and Satisfying the (Reasonable) Expectations of All Parties; Key Provisions and Controversial Issues; The Most Common Mistake - and How to Prevent It
9:15	Tenant Improvement Agreements and Rent Commencement What You Need to Know to Deal With the Most Important, and Most Difficult, Challenge Facing the Lawyer and the Real Estate Professional; How to Minimize Surprises by Correctly Defining Who Does What, When, and the Related Cost; How the Construction of Tenant Improvements Relates to the Commencement Date
10:15	Networking Break
10:30	Subordination Agreement and Estoppel Certificates
10:45	Rent and Operating Expenses Audit Right Provisions; CAM/Hidden Agendas and Corporate Guerrilla Warfare Tactics; Controversial Exclusions; Gross-Up Provision Disputes
11:40	Negotiating Small Leases for Short Time Periods 5,000 rsf or Less for 5 Years or Less; Managing Expectations; The Top 12 Issues
12:00	Lunch Break
1:15	Assignment and Subletting Exit Strategies; Tenant Rights vs. Landlord Concerns; Sharing the Economic Benefit, Or Not; Recapture Rights; Negotiating the Sublease
1:45	Options: Creating Flexibility in the Lease Fair Market Rental Rate; Option to Renew; Option to Expand; Right of First Offer; Option to Contract
2:30	Defaults and Remedies Sample Provisions: Enforcing the Lease; Evictions and Damages; Tenant Remedies upon Landlord Default; Workouts and Restructuring
3:00	Networking Break
3:15	Indemnification and Insurance Allocating Risks and Costs; Making "Street Smart" Decisions; Negotiating Provisions Pertaining to Insurance, Repair and Restoration, and Rent Abatement
3:30	Credit Enhancements Security Deposits, Letters of Credit, and Guarantees
3:45	Lending Issues Considerations for Lenders, Landlords, and Tenants
4:00	Lease Re-Negotiation Four Realistic Win-Win Alternatives for Sophisticated Landlords, Tenants, and Lenders in Today's Economic Climate
4:20	Unique Law Firm and Accounting Firm Issues Special Considerations
4:30	Ethics Considerations for Business and Life
5:30	Evaluations and Adjourn

"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*

**7 Hours MCLE Credit Including One Hour of Ethics
7 Hours Real Estate Credit**

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

Let Michael Meyer guide you through complex concepts and common problems using specific terms and examples based on actual deals and current market practice.

"Meyer dominates leases. Comments on how to carry yourself were especially poignant."

- Travis Logue
Rogers Sheffield & Campbell
Santa Barbara, CA

"Great course! Michael Meyer was incredibly engaging and his expertise showed all day. His reputation did not disappoint - Michael is as good as it gets."

- Trevor Codington
Abbey Weitzenberg Warren & Emery
Santa Rosa, CA

"Michael's experience shines and adds an extra benefit to his courses. Excellent course!"

- Christopher Haedrich
Haedrich & Company Inc., Redding, CA

"Mr. Meyer had some great tips and insights that will be useful in my practice."

- Richard DiChiara, Woolbright
Development, Boca Raton, FL

"Excellent! An opportunity to learn from the acknowledged master should not be missed. The program is both educational and entertaining, and well worth the time."

- Robert Johnson, Hunton & Williams
Los Angeles, CA

"Great insight into tenant issues."

- Sadie Harrison-Fincher
Bourland, Wall & Wenzel, P.C.
Fort Worth, TX

"Great Conference - very informative."

- Laura Mask, Shartsis Friese
San Francisco, CA

"A great course with fantastic materials."

- Daniel Simmons
Ryan, LLC, Dallas, TX

"Worth every minute - substantive examples and stories."

- Paul Nesbitt, Nesbitt & Nesbitt
Beverly Hills, CA

"Thank you again for your entertaining and informative presentation!"

- Robert Bello, Esq.
Hughes Marino, San Diego, Orange
County, Los Angeles, Inland Empire, San
Francisco, and Silicon Valley, CA

"Michael is a great guy personally and a very wise and helpful lecturer."

- Nelson Spencer, Nelson H. Spencer
Dallas, TX

4 EASY WAYS TO REGISTER

1 cle.com/Seattle

2 **FAX**
(303) 321-6320

3 **PHONE**
(800) 873-7130

4 **MAIL**
7995 East Prentice Avenue
Suite 200
Greenwood Village, CO 80111

YES! Please register the following:

Name _____

Email _____

Name _____

Email _____

Name _____

Email _____

Firm _____

Address _____

City _____

State _____ Zip+4 _____

Phone _____ Fax _____

Cancellation

Full tuition refunds (less a \$75 administrative charge) will be given only if notice of cancellation is received by 5:00 pm MST on the Friday prior to the Conference. Substitutions may be made at any time.

Course Materials provided in electronic format only.

Tuition - same price as last year!

- \$595 per person
- \$545 each for two or more
- \$545 each for government, 501(c)(3) organizations, full-time judges, law students and paralegals
- \$495 each for two or more government, 501(c)(3) organizations, full-time judges, law students and paralegals

Home Study - available after the Conference

Audio transcript and course materials
 \$595 plus \$10 shipping and handling

Course Materials Only

\$250 plus \$10 shipping and handling

Payment

Check payable to CLE International \$ _____ or

- charge my:
- VISA MASTERCARD AMEX Expiration Date: _____

Cardholder Name _____

Card No. _____

Signature _____

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Groups of 5 or more, call (800) 873-7130 for team pricing.

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Michael E. Meyer, Esq.
DLA Piper, Los Angeles

- **Attorneys:** Take away practical advice on advanced topics that you can put to use in your practice immediately.
- **Landlords and Tenants:** It doesn't matter what side of the transaction you're on. Get balanced advice on how to draft a lease that is fair to both.
- **Brokers:** You help your clients in all aspects of the transaction, from getting to know your client's business to the signed lease. Get the tools the pros use in the negotiation process to get the deal done.
- **Lenders:** Ask the tough questions about protecting yourself on issues such as subordination, non-disturbance and attornment agreements.
- **Everyone:** Whether you're a beginner or an expert, you'll enjoy a power-packed day, and you'll leave with an understanding of the challenges that all parties face.

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