

## Your First Commercial Leasing Transaction

*Real Property Law / Young Lawyers Division*



Webcast

**Date:** Tuesday, November 10, 2020 | 9:00 am to 12:30 pm

**Location:** Webinar

**Agenda:** 9:00 am Webinar Commences  
12:30 pm Webinar Concludes



**Substantive Hours:** This program contains 3 hours and 30 minutes

Are you relatively new to the world of real estate law? If so, this is a program designed just for you. Join our expert speakers to hear the essential elements of a **commercial leasing transaction**, with particular focus on clauses that are relevant during this time of change, and what you should be doing at each stage to ensure you are representing the best interests of your tenant or landlord clients. You will also explore best practices from senior practitioners, and have the opportunity to join the discussion and ask your most pressing questions.

Join us to gain a broader understanding of this practice area.

**Program Chairs:** **Vanessa Carment**, Soloway Wright LLP (Ottawa)  
**Caitlin Steven**, WeirFoulds LLP

9:00 am Welcome and Introductory Remarks

9:05 am **Understanding the Big Picture**  
**Laurie J. Sanderson**, Gowling WLG (Canada) LLP (Ottawa)

- Gain context: understanding the purpose of the commercial lease, nature of the property, goals of your client
- Distinguishing differences between a commercial lease, ground lease, sublease
- Distinguishing assignments, subleases, and licenses
- Key factors important to representing landlords and representing tenants

9:30 am **Commercial Lease Structure**  
**Aaron Kempf**, Legal Counsel,  
Centrecorp Management Services Limited

- Overview of structure of a basic commercial lease
- Key provisions and important clauses
  - Including a review of COVID rent forgiveness agreements
- Examination of accompanying documents
  - Run down of Schedules (subordination agreements, indemnity agreements, guarantees, other schedules)

10:00 am **Deeper Dive: Key Elements of a Commercial Lease**  
**Karsten Lee**, WeirFoulds LLP

- Understanding essential and important clauses
  - What are deal breakers
  - Force majeure, rent, maintenance, repairs, ROFR, renewals
- How to best flag important provisions or issues for your client

10:30 am Networking Break

10:45 am **Negotiation Techniques**

**David Thompson**, WeirFoulds LLP

- Examination of bargaining power
  - Know your client and their interests
- Tips and tricks on how to manage client expectations
- How to get your client the best deal!

11:15 am **Commercial Property Use: Changes Post-Covid**  
**Sam Gebrael**, Zayouna Law Firm

11:45 am **What Went Wrong?!**  
**Krista Chaytor**, WeirFoulds LLP

- Insight into common disputes in commercial leases
- How to avoid common drafting errors or ambiguities that lead to exposing your client to liability

12:15 pm Questions and Closing Remarks

12:30 pm Program Concludes

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