

# Your First Commercial Leasing Transaction

Real Property Law / Young Lawyers Division



Webcast



This program contains:  
2hr 30m of Substantive Content  
1hr of Professionalism Content

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Are you relatively new to the world of real estate law or looking to diversify or expand your practice? If so, join our expert speakers to analyze, among other topics, the purpose of the commercial lease, the essential elements of a commercial leasing transaction, the common drafting errors that could expose your clients to liability, and the steps you should be doing at each stage to ensure you are representing the best interests of your tenant or landlord clients.

This is a vital program for those in the early stages of their real estate practices, and experienced practitioners looking to add to their legal toolkit. Register today and gain best practice tips from senior practitioners!

Program Chairs: **Lyudmila Sivak**, Miller Thomson LLP  
**Alexander Evangelista**, Fogler, Rubinoff LLP

9:00 am	Welcome and Opening Remarks	10:45 am	<b>Negotiation Techniques</b> <b>Mervyn Allen, Mintz, Levin, Cohn, Ferris, Glovsky, and Popeo PC</b> <ul style="list-style-type: none"><li>Examination of bargaining power</li><li>Know your client and their interests</li><li>Critical advice for managing client expectations</li><li>How to get your client the best deal!</li></ul>
9:05 am	<b>10 Things to Look for in Commercial Leases</b> <b>Stuart Chaimberg</b> , Miller Thomson LLP <b>Mario Concordia</b> , Miller Thomson LLP <ul style="list-style-type: none"><li>Context: understanding the purpose of the lease, nature of the property and goals of your client</li><li>Essential terms of a standard commercial lease agreement</li><li>Differentiating between a “gross lease” and a “net lease”</li><li>Key considerations when representing landlords and tenants</li><li>And more.</li></ul>	11:15 am	<b>Commercial Considerations Post-Covid</b> <b>Melissa McBain, Daoust Vukovich LLP</b> <ul style="list-style-type: none"><li>Force majeure clauses</li><li>Space safety considerations</li><li>Addressing government-mandated closures</li><li>Specific clauses to consider</li></ul>
9:30 am	<b>Commercial Lease Structure</b> <b>Tim Watson</b> , Fitzrovia Real Estate <ul style="list-style-type: none"><li>Structure of a basic commercial lease</li><li>Key provisions and important clauses</li><li>What you need to know about accompanying documents/schedules, including subordination agreements, indemnity agreements, guarantees and other schedules</li></ul>	11:45 am	<b>What Went Wrong?!</b> <b>Robert Macdonald</b> , Fogler, Rubinoff LLP <ul style="list-style-type: none"><li>Common disputes in commercial leases</li><li>How to avoid common drafting errors or ambiguities that may expose your client to liability</li></ul>
10:00 am	<b>A Deeper Dive into Key Elements of a Commercial Lease</b> <b>Laurel Schwartz</b> , Borden Ladner Gervais LLP <ul style="list-style-type: none"><li>What are deal breakers?<ul style="list-style-type: none"><li>Rent, maintenance, repairs, ROFR and renewals clause</li></ul></li><li>How to effectively handle important provisions or issues for your client</li><li>Tying in the Offer to Lease</li></ul>	12:15 am	<b>Questions and Concluding Remarks</b>
10:30 am	Break	12:30 am	<b>Program Concludes</b>

	CBA Member	CBA Student Member	Non-Member
Webcast	\$180.00	\$93.00	\$292.00

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