

Thursday, November 4, 2021
8:00 AM – 9:15 AM

Seminar 5

**Mortal Kombat: Surviving as a Leasing Attorney
(f/k/a Leasing Bootcamp I)**

David P. Resnick
Robbins, Salomon & Patt, Ltd.
180 N. LaSalle St., Suite 3300
Chicago, IL 60601
dresnick@rsplaw.com

Rosemarie Del Monte
Del Monte Landblom Law, LLC
2743 S. Paris Place
Aurora, CO 80114
rosemarie@rdelmontelaw.com

Difficult lease negotiations can sometimes feel like “survival of the fittest”. This can be intimidating whether you are a seasoned professional in the area of commercial leases or an associate still learning the trade. Both parties in a lease transaction have a common goal: sign a lease, open for business, start making money and paying rent. Yet protecting your client’s interests – regardless of which side of the table you represent -- can be challenging despite the seeming simplicity of the common goal.

This Seminar is designed to not only review the basics of lease review and drafting, but will also include some practical strategies and coaching on how to negotiate common lease provisions in order to help you strategically approach difficult leases and think like a “dealmaker”.

Introduction

I. Critical Dates, Lease Term and Renewal Options

- A. Effective Date
- B. Delivery Date
- C. Rent Commencement Date
- D. Lease Year
- E. Renewal Options

II. Rent Provisions and Additional Rent

- A. Base Rent
- B. Percentage Rent
- C. Common Area Maintenance Costs
- D. Real Estate Taxes
- E. Insurance

III. Landlord Incentives, Inducements and Allowances

- A. Free Rent
- B. Tenant Allowance
- C. Other Inducements or Concessions

IV. Use Provisions

- A. Permitted/Required Uses
- B. Exclusive Use and Prohibited Uses
- C. Co-Tenancy

V. Exit Strategies

- A. Assignment and Subletting
- B. Tenant Kickout Right
- C. Other Termination Rights

- VI. Insurance and Indemnity
 - A. Landlord's Insurance
 - B. Tenant's Insurance
 - C. Indemnification

- VII. How to Think Like a Lawyer – Interactive Discussion