



# SESSION MATERIALS AND EVALUATIONS

## GENERAL SESSIONS

### **General Session 1**

Recent Developments in Case Law in the Retail Industry:  
Lessons Learned, Again!

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### **General Session 2**

Professionalism: Dealing With Difficult Personalities

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### **General Session 3**

Drafting Insurance Language: How to Draft to Trigger  
the Appropriate Coverage, Not Commit Malpractice

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# SESSION MATERIALS AND EVALUATIONS

## **General Session 4**

Technology Traps & “Reply All” Regrets:  
Ethical Issues for Both Techies and Luddites

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## **General Session 5**

Advanced Lease Defaults: It's Not Over Until It's Over

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## **General Session 6**

Delivery of Premises Issues: Signed, Sealed, Delivered—It's Yours!

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## **General Session 7**

Current State of Purchase and Sale Agreement Negotiations:  
Negotiate Like It's 2024!

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## **Opening Session**

The President Speaks: The Pandemic Economy & Consumer  
Conditions

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## **PEER TO PEER**

### **Peer to Peer 1**

Biometrics in the Retail Environment: Risks, Rewards,  
and Privacy Considerations

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## **Peer to Peer 2**

Negotiating and Drafting Leases for Franchise Concepts –  
Franchisors, Franchisees & Landlords: The More the Merrier?

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## **Peer to Peer 3**

Co-Tenancy & Exclusive Provisions:  
Learning to Play Nice in the Sandbox

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## **Peer to Peer 4**

Site Plan Considerations: Will Your Site Plan  
Be Forever or Will It Go Down in Flames?

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## **Peer to Peer 5**

Lease Transfer & Exit Strategies: Breaking Up Is Hard to Do!

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## **Peer to Peer 6**

Administrative Horror Stories of Lawyers Negotiating

CAM Costs & Audits: What's Practical & What Is Not

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## **Peer to Peer 7**

Surrender of Premises: Surrender, Surrender,

but Don't Give Yourself Away

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## **Peer to Peer 8**

Purchase & Sale Agreements: Navigating Representations, Warranties, Baskets, Caps and Permitted Title Exceptions

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## **Peer to Peer 9**

Unconscious Bias: "I am a Good Person"  
– Moving From Awareness to Action

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## **Peer to Peer 10**

Avoiding Litigation: Don't Hate the Player, Master the Game:  
Examining Flawed Retail Development and Leasing Provisions

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## **Peer to Peer 11**

SNDA's: Do Not Disturb – I'm Subordinating!

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## **Peer to Peer 12**

Tenant Work Letter and Tenant Improvement Allowances:  
We Can Work It Out

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## **Peer to Peer 13**

Percentage Rent: An En"Gross"ing Dialogue

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## SEMINARS

### **Seminar 1**

Title Insurance & Survey: Getting in Gear – How Title and Survey Can Make Your Project Engine Run Smoothly (or Crash and Burn)

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### **Seminar 2**

Anchor Lease Negotiation: Negotiating Without Getting Sunk – How to Efficiently and Effectively Resolve Problem Clauses in an Anchor Lease

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### **Seminar 3**

Purchase and Sale Agreement Basics: Putting Together the Pieces of the PSA Puzzle

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## **Seminar 4**

Experiential Real Estate: From Transactions to Transformations

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## **Seminar 5**

Defaults & Remedies: Drafting for When  
Your Plans Don't Go According to Plan

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## **Seminar 6**

Landmark Decisions: The Defining Cases You Need to Know

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## **Seminar 7**

Ground Leasing: Up Schitt's Creek Without a Paddle

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## **Seminar 8**

Percentage Rent, Radius, Continuous Operations and Kickout Clauses: Protecting the Train to Percentage Rent and Avoid Being Taken to the Train Station

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## **Seminar 9**

Purchase and Sale Agreements: A Blueprint for Negotiating Material Provisions

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## **Seminar 10**

Construction and Design Contracts:  
There's No Such Thing as Boilerplate

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## **Seminar 11**

Permitted, Prohibited & Exclusive Uses: Avoiding Arguments,  
Fights and Breakups Without the Need for Therapy!

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## **Seminar 12**

Shopping Center Redevelopment: The Future Is Now  
– the Once and Pending Issues Confronting Shopping  
Center Redevelopment

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## **Seminar 13**

Current Developments in Bankruptcy and Other  
Restructurings: Don't Let It Keep You Up at Night

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## **Seminar 14**

Permitted Transfers: Assign of the Times or (Sub)Let It Go!

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## **Seminar 15**

Negotiating Restaurant Deals: Restaurants Are Back  
and We're Not Talking About COVID Anymore

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## **Seminar 16**

Retail Issues in Loan Documents:  
The Few Things You Shouldn't Forget

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## **Seminar 17**

Complying With the Reporting Obligations Under the Corporate  
Transparency Act: (Hard) Lessons Learned So Far

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## **Seminar 18**

Mental Well-Being in the Legal Industry: Guidance Based  
on a Personal Account of Recovery and Finding Fulfillment

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## **Seminar 19**

Key Provisions to Negotiate in Small Shop Leases:  
Finding the Middle Ground

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## **Seminar 20**

Environmental Issues in PSAs and Leases:  
Confronting Environmental Issues Without  
Going Overboard or Sinking the Deal

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## **Seminar 21**

In-House Counsel Summit: Spilling the Tea  
on What's Trending for In-House Counsel

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## **Seminar 22**

REA Negotiations: Unscrambling the Egg – Navigating  
Legal and Business Issues With Existing REAs

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## **Seminar 23**

Casualty & Insurance: An Ounce of Prevention  
Is Worth a Pound of Cure

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## **Seminar 24**

Multi-Jurisdictional Practices & the Unauthorized  
Practice of Law: Here, There & Everywhere

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## WORKSHOPS

### **Workshop 1**

Negotiating CAM Provisions: What I Dream of Is  
"An Art of Balance"

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### **Workshop 2**

Negotiating SNDAs and Estoppels: Overcoming Deal Fatigue  
and Keeping Your Client Awake

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### **Workshop 3**

Indemnity: To Indemnify or Not to Indemnify  
– That Is NOT the Question

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## **Workshop 4**

Financeable Leases: Find Out What Your Lender Really Wants!

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## **Workshop 5**

The "S" in ESG: Building Better Companies & Communities

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## **Workshop 6**

Franchisee-Franchisor Provisions: In the Landlord/Tenant Tango, Where Does Franchisor Cut in?

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## **Workshop 7**

Data Breaches in Real Estate: Legal and Ethical  
Obligations in Data Breach Response

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## **Workshop 8**

Residential Development and Use in Shopping Centers: Legal  
Challenges of Evolving From a Noxious Use to a Desirous Use

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## **Workshop 9**

Workletters and the Path to "Substantial Completion":  
If You Build It, They Will Come

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## **Workshop 10**

Alternative Dispute Resolution:  
The Pros and Cons of the Anti-Hero

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## **Workshop 11**

What Non-Leasing Lawyers Need to Know  
About Leasing: The Good, the Bad & the Ugly

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## **Workshop 12**

Conflicts of Interest: Seeking Harmony  
by Confronting Conflicts (No Music Skill Required)

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## **Workshop 13**

Maintenance & Repair Obligations: A Real Fixer-Upper

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## **Workshop 14**

Co-Tenancy: Tied at the Hip – the Who, the What and the Why

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## **Workshop 15**

Attorney Wellness: Balancing the Scales

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## **Workshop 16**

Determining the Valuation of a Retail Project:  
Are We Just Throwing Darts?

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## **Workshop 17**

Casualty Claims: Negotiating Your Premiums – You Mean I Paid  
All These Premiums and This Is What You Are Doing To/For Me?

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## **Workshop 18**

Exclusive Remedies: The Elusive Exclusive Remedy

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## **Workshop 19**

Subleasing: You Were in It for the Long Haul  
but Now Need to Pivot

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## **Workshop 20**

Shopping Center Parcelization: Breaking Up Is Hard to Do

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## **Workshop 21**

Restaurant Leasing: Oops! Don't Overlook These Important  
Ingredients When Cooking Up a Restaurant Lease

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## **Workshop 22**

Joint Ventures: Issues and Solutions

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## **Workshop 23**

Confidentiality: I've Got a Secret – Maintaining  
Client Confidences in the Digital Age

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## **Workshop 24**

Common Area Controls: Welcome to Mr. Rogers' Neighborhood

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## Workshop 25

Privilege Issues for Inside and Outside Counsel:

Avoiding Waiving Goodbye to Attorney-Client Privilege

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