



SESSION MATERIALS AND EVALUATIONS

GENERAL SESSIONS

General Session 01 | Drafting to Avoid Litigation, or at Least to Maximize the Chance of a Win

[Download Materials](#)

[Complete the Evaluation](#)

General Session 02 | Restaurants and Entertainment Uses: Menus, Venues and Screens

[Download Materials](#)

[Complete the Evaluation](#)

General Session 03 | Negotiating Purchase Agreements: What You Can Expect to Give and Get in 2025

[Download Materials](#)

[Complete the Evaluation](#)



General Session 04 | Recent Developments

[Download Materials](#)

[Complete the Evaluation](#)

General Session 05 | Adding Mixed Use to Retail: Ain't No Mountain High Enough - What Does It Take to Scale The Mountain to Add Mixed Use to Retail?

[Download Materials](#)

[Complete the Evaluation](#)

General Session 06 | Current Issues in Property and Liability Insurance: Mind the Gaps Between Your Insurer's Policy Language and the Coverage You Want in Your Lease

[Download Materials](#)

[Complete the Evaluation](#)



PEER TO PEER

Peer to Peer 01 | Franchising: With So Many Cooks in the Kitchen, How Do We Make a Masterpiece Without Burning the Place Down?!?

[Download Materials](#)

[Complete the Evaluation](#)

Peer to Peer 02 | Managing the Deal: Disorder in the House – What to Do When the Disfunction Is on Your Side of the Table

[Download Materials](#)

[Complete the Evaluation](#)

Peer to Peer 03 | Boilerplate: Maintaining Vigilance Until the Last Word

[Download Materials](#)

[Complete the Evaluation](#)



Peer to Peer 04 | Surrender of Premises and Debranding: What Do You Mean I Cannot Take the Drywall With Me?

[Download Materials](#)

[Complete the Evaluation](#)

Peer to Peer 05 | Non-Retail Development in a Shopping Center: What Doesn't Fit in This Picture (or Does It?)

[Download Materials](#)

[Complete the Evaluation](#)

Peer to Peer 06 | Leasing Exit Strategies: Retail Pilates: Flexibility is Key to Health

[Download Materials](#)

[Complete the Evaluation](#)

Peer to Peer 07 | Gross Sales Exclusions: What Is a Sale Anyway?

[Download Materials](#)

[Complete the Evaluation](#)



Peer to Peer 08 | CAM Costs and Audits: Will Cutting Corners While Cutting Costs Lead to a Successful Reconciliation -- or a Reckoning?

[Download Materials](#)

[Complete the Evaluation](#)

Peer to Peer 09 | Construction Work Letters and Tenant Improvement Allowances: Challenges of Tenant Build Outs

[Download Materials](#)

[Complete the Evaluation](#)

Peer to Peer 10 | Casualty Restoration Obligations and Termination Rights: When Disaster Strikes

[Download Materials](#)

[Complete the Evaluation](#)

Peer to Peer 11 | PSA Negotiations: Tricks to Negotiating a "Fair" Purchase and Sale Agreement

[Download Materials](#)

[Complete the Evaluation](#)



CORE CONCEPTS

Core Concepts 01 | Core Practice Tips for Associates in 2025: We're Not in First Year Property Law Anymore

[Download Materials](#)

[Complete the Evaluation](#)

Core Concepts 02 | Letters of Intent and Basic Real Estate Terminology: LOI Stands for "Leave Out/Include"

[Download Materials](#)

[Complete the Evaluation](#)

Core Concepts 03 | Economic Terms in Leases: Show Me the Money!

[Download Materials](#)

[Complete the Evaluation](#)

Core Concepts 04 | Other Terms in Leases: Transfers and Signage and Use, Oh My!

[Download Materials](#)

[Complete the Evaluation](#)



Core Concepts 05 | Economic Terms in Purchase and Sale Agreements: Show Me More Money!

[Download Materials](#)

[Complete the Evaluation](#)

Core Concepts 06 | Other Terms in PSAs: Conditions and Closing and Reps, Oh My!

[Download Materials](#)

[Complete the Evaluation](#)

Core Concepts 07 | Common Ancillary Real Estate Documents: The Best of All the Rest

[Download Materials](#)

[Complete the Evaluation](#)

Core Concepts 08 | Boilerplate Provisions: Nothing is Boilerplate... or Is It?

[Download Materials](#)

[Complete the Evaluation](#)



SPECIALTY CLE

Specialty CLE 01 | Generative AI: How AI Can Assist and Undermine Legal Professionals

[Download Materials](#)

[Complete the Evaluation](#)

Specialty CLE 02 | Documenting Client Communications: Should I Send That Email or Not?

[Complete the Evaluation](#)

Specialty CLE 03 | The Multijurisdictional Practice Mess: An ABA "Ethics" Rule That Appears to Be More Honored in the Breach Than in the Observance and the Status of the ABA's Efforts to Change the Rule

[Complete the Evaluation](#)

Specialty CLE 04 | Avoiding Harassment in the Workplace: Navigating Workplace Interactions in the Ever-changing Social Landscape

[Download Materials](#)

[Complete the Evaluation](#)



Specialty CLE 05 | Generational Differences with a Common Goal

[Download Materials](#)

[Complete the Evaluation](#)

Specialty CLE 06 | Invisible Disabilities: Navigating the Workplace When What You See May Not Show the Entire Story

[Download Materials](#)

[Complete the Evaluation](#)

Specialty CLE 07 | Mental Wellness and Job Stress: I Think That I Am Handling It Well?

[Download Materials](#)

[Complete the Evaluation](#)



FIRESIDE CHATS

Fireside Chat 01 | What's New (and Old) Is New: New Development and Redevelopment

[Download Materials](#)

[Complete the Evaluation](#)

Fireside Chat 02 | Engaging Outside Counsel: How to Be The Go-To Outside Counsel (Straight From Those Who Know)

[Download Materials](#)

[Complete the Evaluation](#)

Fireside Chat 03 | From Negotiation to Litigation: When to Litigate, Arbitrate and Appraise

[Download Materials](#)

[Complete the Evaluation](#)

Fireside Chat 04 | What's Keeping You Up at Night, Really?

[Download Materials](#)

[Complete the Evaluation](#)



MOCK NEGOTIATIONS

Mock Negotiation 01 | Negotiating SNDAs: Best Practices for Lenders, Landlords, and Tenants

[Download Materials](#)

[Complete the Evaluation](#)

Mock Negotiation 02 | Joint Ventures Unpacked: Navigating the Equity and Sweat Equity Divide

[Download Materials](#)

[Complete the Evaluation](#)

Mock Negotiation 03 | Mock Mediation over an Exclusive Dispute – “Hey, Wait, I Thought I Was Supposed to Be Your Only [Insert Your Exclusive]”

[Download Materials](#)

[Complete the Evaluation](#)



Mock Negotiation 04 | Anchor Exclusives and Prohibited Uses: Forbidden Concepts for us to Anchor your Center

[Download Materials](#)

[Complete the Evaluation](#)

Mock Negotiation 05 | Negotiating Winning Exit Strategies for Commercial Leases – “Know When to Hold ‘Em, Know When to Fold ‘Em”

[Download Materials](#)

[Complete the Evaluation](#)

Mock Negotiation 06 | Sounds, Vibrations and Odors: Do You Hear What I Hear, Feel and Smell?

[Download Materials](#)

[Complete the Evaluation](#)



WORKSHOPS

Workshop 01 | REAs and New Developments – Baking in the Flexibility: A Recipe for REAs for New Developments

[Download Materials](#)

[Complete the Evaluation](#)

Workshop 02 | Standard Lease Templates: Working With AIR, REBNY and Other Form Leases

[Download Materials](#)

[Complete the Evaluation](#)

Workshop 03 | Lease Defaults: Events of Default and Remedies From Both Landlord and Tenant Perspectives

[Download Materials](#)

[Complete the Evaluation](#)



Workshop 04 | Lease Transfers and Change of Control Provisions: Navigating Recent Changes and the Maze of Permitted Transfers

[Download Materials](#)

[Complete the Evaluation](#)

Workshop 05 | LOIs for Lawyers: Balancing Business Objectives With Legal Risks

[Download Materials](#)

[Complete the Evaluation](#)

Workshop 06 | Conforming a Retail Lease: You Keep Using That Word, But What Does It Really Mean?

[Download Materials](#)

[Complete the Evaluation](#)

Workshop 07 | Expiring REAs – ‘Live and Let Die’ or Not: What Happens After the REA Expires

[Download Materials](#)

[Complete the Evaluation](#)



Workshop 08 | Exclusives Provisions Unveiled: What Truly Matters to Your Clients

[Download Materials](#)

[Complete the Evaluation](#)

Workshop 09 | The Three Most Important Issues in AIA Contracts: Hey Contractor: Let's Get Down to Brass Tacks

[Download Materials](#)

[Complete the Evaluation](#)

Workshop 10 | Strategic Options in Bankruptcy When the Anchor Goes Under: Mayday, Mayday!

[Download Materials](#)

[Complete the Evaluation](#)

Workshop 11 | Operating Covenants: A Landlord's Playbook for Enforcement

[Download Materials](#)

[Complete the Evaluation](#)



Workshop 12 | Advanced CAM Issues: CAM We Just All Get Along?

[Download Materials](#)

[Complete the Evaluation](#)

Workshop 13 | Environmental Provisions in Purchase Agreements and Leases: Where's the Haz Mat (Law)Suit?

[Download Materials](#)

[Complete the Evaluation](#)

Workshop 14 | Alternative Fee Arrangements: Both Sides, Now (An Analysis from the Law Firm and Client Perspectives)

[Download Materials](#)

[Complete the Evaluation](#)

Workshop 15 | Insurance Coverage for Tenant: Fetch Me My Insurance! What Insurance Coverages Tenants Need, Really

[Download Materials](#)

[Complete the Evaluation](#)



Workshop 16 | Redevelopment and Repositioning of Empty Anchor Boxes: Where Do We Go From Here?

[Download Materials](#)

[Complete the Evaluation](#)

Workshop 17 | Repair and Maintenance Provisions: Could Your Standard Lease Provisions Use a Fresh Coat of Paint?

[Download Materials](#)

[Complete the Evaluation](#)

Workshop 18 | Common Area Controls: The Power Struggle

[Download Materials](#)

[Complete the Evaluation](#)

Workshop 19 | Co-Tenancy Conundrums: Pitfalls That Have Gotten Both Landlords and Tenants in Trouble

[Download Materials](#)

[Complete the Evaluation](#)



Workshop 20 | Guaranty Obligations: Bad Boy Carve Outs and Beyond; Which Partner is Responsible for What?

[Download Materials](#)

[Complete the Evaluation](#)

Workshop 21 | Ground Leasing: How to Make the Best of Getting Grounded

[Download Materials](#)

[Complete the Evaluation](#)