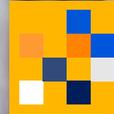




Leasing Fundamentals - Leasing from a Tenant Perspective





Achieve the best outcomes for your leases.

Why attend?

People who represent tenants and occupiers in their real estate requirements will be better positioned to make and implement leasing decisions.

Who should attend?

Anyone from your organisation that makes leasing decisions or manages a lease portfolio including General Managers, Property Managers, Facility Managers, and Lease Administrators.

What does the course cover?

- The inherent conflict of interest between property owners and tenants
- What tenants need to look out for and what makes for a tenant friendly lease
- Clauses in commercial real estate leases that tenants should pay attention to
- Lease management and portfolio planning
- Ensuring a tenant never enters a bad lease, never misses a critical date, and never over-pays

What will you learn?

- Gain insight into leases and leasing decisions from a tenant perspective
- Develop a keen eye for those lease clauses and lease terms that are critical for a tenant
- See how the lease is the key performance indicator of lease management competence
- Gain insight into lease administration and lease management
- Become familiar with using a cloud base lease and transaction management application

Date	26 March 2019 23 July 2019 22 October 2019
Time	8.00AM – 4.30PM
Duration	1 day
Location	Sydney Level 3, 16 O'Connell Street
Cost	\$1,475 per person ex GST Fee includes tuition, teas and lunch

Disclaimer: LPC Cresa Training workshops are intended to provide training and general information. They should not be relied upon as professional advice.

Course Program

Time	Session	Purpose
8.00am	Coffee	
8.15am	Welcome & Introductions	Introductions and orientation
8.30am	The Tenant's Perspective Landlord interests v Tenant Interests The balance of power in the industry Shifting the Balance of power The lease is the KPI	Understand the owner / investor conflict Be able to better represent tenant interest
9.00am	A Closer Look at a Commercial Lease Types of commercial leases & deals Common lease terms The obvious items & less obvious items Face rent, incentives, & effective rent Outgoings & exit obligations	Build awareness of the 'less obvious items' Build a checklist for a 'good' lease Be able to conclude better leases
9.45am	The Tenant's Perspective- Workshop 1 Can your firm's leases be improved? Learning from past mistakes? Getting out of trouble? Shifting the Balance of power?	Identify shortcomings in your current leases Note actions that counter these shortcomings Improve your lease management outcomes
10.15am	Tea	
10.30am	Good businesses have good leases Start with clear business objectives From objectives to needs analysis From a lease requirement to options Evaluation, leverage & the HOA Execution of a tenant friendly lease	Highlight the need for clear lease objectives Explore opportunities for leverage Better align leases with business needs
11.15am	Good businesses & good leases – Workshop 2 Update your accommodation objectives? Developing an accommodation brief? Generating options? Evaluation, leverage & the HOA? Execution of a tenant friendly lease?	Relate lease requirements to business needs Practice the development of a brief Identify current leverage opportunities
12.00pm	Lease Management Fundamentals Lease Abstraction Critical Date Management Managing Lease related OPEX CAPEX Transaction & Portfolio Management	Highlight the need for lease management Know what to focus on Evaluate your current lease management
12.45pm	Lunch	
1.30pm	Utilising a Lease Management System Lease Abstraction & Database Set-up Setting up Alarms & Alerts Reporting & Report generation Project planning for a lease event	Help set up a lease management system Set up with specific reports in mind Link lease management with transactions
2.15pm	Lease Management & Transactions Rent Review Outgoings validation Evaluating an option Stay or go	Help extract value from diverse lease events Introduce valuation models Help attendees draft a recommendation
3.00pm	Tea	
3.15pm	Negotiating Skills & Leasing Common mistakes Negotiating essentials Focus on the important More than the face rent	Reinforce the basics of lease negotiation Identify common lease negotiation errors Know what to focus on
4.00pm	Panel and Wrap up	Table queries and summarise
4.30pm	Depart – End of Day	

Our Presenters

Our team of seasoned tenant advisors have developed and present this course. See some of our key presenters below.



Geoffrey Learmonth

Geoffrey founded LPC over 20 years ago. He is a sought-after adviser to tenants and occupiers and is a registered valuer. He is an associate of the Australian Property Institute and an Associate of the Real Estate Institute of Australia.



Julian Kurath

Julian Kurath is a Director of LPC Cresa and is responsible for a range of transaction management services and lease management activities. Julian completed a Bachelor of Property Economics from UTS in 2002.



Ken Lam

Ken is a Director of LPC Cresa. He has held various roles as a valuer, corporate real estate consultant and an acquisition manager. Ken is a qualified valuer and he holds a Masters in Property Development.



Gillian Heath

Gillian joined LPC Cresa in 2006, after completing a Bachelor of Business in Property Economics at UWS. Gillian has oversight of the firm's portfolio management and lease management services.

**Leases need to be
overseen. Not overlooked.**

How to Register

Register online at lpc.com.au/lease-management-course or complete the registration form and email it to training@lpc.com.au.

For further information, please contact Julian Kurath or Ken Lam:

Phone +61 2 9235 1300

Email training@lpc.com.au

lpc.com.au

