



Commercial leasing - what every tenant should know





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 leases that need tenant scrutiny
- Transaction management, lease management and portfolio planning
- Common leasing and negotiation mistakes that tenants need to avoid

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-based lease and transaction management application

Date 2 October 2019

Time 8:00 - 17:00

Duration 1 day

Location Sydney
Level 3
16 O'Connell Street

Cost \$1195
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	Objectives
8:00	Coffee	
8:15	Welcome and introductions	Introductions and orientation
8:30	The tenant perspective <ul style="list-style-type: none"> • Landlord interests v tenant interests • The balance of power • Shifting the balance of power • The lease is the KPI 	<ul style="list-style-type: none"> • Better recognise the conflict of interest • Understand how to shift the balance of power • Be better equipped to represent the tenant • Treat each lease as a 'KPI'
9:30	Closer look at a commercial lease <ul style="list-style-type: none"> • Types of commercial leases • Key lease terms and clauses • Gross and net rent and outgoings • Face rent and effective rent • The obvious and less obvious items 	<ul style="list-style-type: none"> • Understand the meaning of key lease terms • Be able to evaluate gross and net rent offers • Understand how to determine 'effective rent' • Be aware of the 'less obvious items' • Be better placed to represent the tenant
10:30	Tea	
10:50	A tenant friendly commercial lease <ul style="list-style-type: none"> • Key lease terms and clauses • Matching leases and business needs • The obvious items • The less obvious items 	<ul style="list-style-type: none"> • Be aware of tenant 'nasties' • Be aware of the 'less obvious items' • Match business needs with lease terms • Be better placed to represent the tenant
11:50	Roadmap to a tenant friendly lease <ul style="list-style-type: none"> • Careful planning • Deliberate actions • Skillful negotiations 	<ul style="list-style-type: none"> • Appreciate the importance of planning • Understand how to build leverage • Be better placed to represent the tenant
12:50	Lunch	
13:30	8 mistakes to avoid <ul style="list-style-type: none"> • 8 common mistakes • Deliberate actions • Skillful negotiations 	<ul style="list-style-type: none"> • Be aware of the 8 common mistakes • Understand how to avoid the 8 mistakes • Be better placed to represent the tenant
14:30	Optimising a leased portfolio <ul style="list-style-type: none"> • What problem is being solved • Lease management fundamentals • Portfolio optimisation principles 	<ul style="list-style-type: none"> • Appreciate lease management risks • Identify LM improvement opportunities • Recognise portfolio optimisation gaps
15:30	Tea	
15:50	Commercial tenants need to know <ul style="list-style-type: none"> • What to ask • Who to ask • When to seek advice 	<ul style="list-style-type: none"> • Ask the right internal questions before leasing • Ask the right external questions before leasing • Ensure advice is independent and expert
16:30	Panel and wrap up	Table queries and summarise
17:00	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.



Matt Collins, Lead Presenter

Matt has worked within the Australian commercial property market for the past 18 years. Prior to joining Lpc Cresa Matt held a position as a Senior Director at JLL before establishing Tenant Advisory Group through which Matt advised both local companies and multinational firms.



Geoffrey Learmonth, Participating Presenter

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, Participating Presenter

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, Participating Presenter

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.

**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

