



# What every tenant should know about commercial leasing and post-Covid-19 impacts

8 Module webinar series  
+ FAQ forum and consultation



# Achieve the best lease outcomes during and post-COVID-19

## Why attend?

COVID-19 impacts have highlighted how important it is to ensure commercial lease arrangements work for tenants in **all** situations at **all** times. Attendees will be better equipped to achieve this outcome.

## 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.

**Thursday – 09:45 AM to 12:00 PM**  
(AEST) - Modules 1 & 2

**Thursday – 09:45 AM to 12:00 PM**  
(AEST) - Modules 3 & 4

**Thursday – 09:45 AM to 12:00 PM**  
(AEST) - Modules 5 & 6

**Thursday – 09:45 AM to 12:00 PM**  
(AEST) - Modules 7 & 8

**Thursday – 09:45 to 10:45 (AEST)**  
COVID FAQ forum

**1 Hour consultation** - booking required

**Cost** **\$1195**  
per person inc GST  
Fee includes tuition, teas and lunch

## 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
- **NEW | The impact of COVID-19 on interim and future lease arrangements**
- **NEW | 1 hour 'free' consultation with one of Lpc Cresa's senior advisors**

## 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
- **NEW | How to negotiate interim lease amendments in response to COVID-19**
- **NEW | What lease terms give the tenant more protection post COVID-19**

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

# Webinar Program

Module	Session	Objectives
1	<b>The tenant perspective</b> <ul style="list-style-type: none"><li>Landlord interests v tenant interests</li><li>The balance of power</li><li>Shifting the balance of power</li><li>The lease is the KPI</li></ul>	<ul style="list-style-type: none"><li>Better recognise the conflict of interest</li><li>Understand how to shift the balance of power</li><li>Be better equipped to represent the tenant</li><li>Treat each lease as a 'KPI'</li></ul>
2	<b>Closer look at a commercial lease</b> <ul style="list-style-type: none"><li>Types of commercial leases</li><li>Key lease terms and clauses</li><li>Gross and net rent and outgoings</li><li>Face rent and effective rent</li><li>The less obvious items and COVID-19</li></ul>	<ul style="list-style-type: none"><li>Understand the meaning of key lease terms</li><li>Be able to evaluate gross and net rent offers</li><li>Understand how to determine 'effective rent'</li><li>Be aware of the 'less obvious items'</li><li>Be aware of the COVID-19 impacts</li></ul>
3	<b>A tenant friendly commercial lease</b> <ul style="list-style-type: none"><li>Key lease terms and clauses</li><li>Matching leases and business needs</li><li>The obvious and less obvious items</li><li>Future-proofing for pandemics and similar</li></ul>	<ul style="list-style-type: none"><li>Be aware of tenant 'nasties'</li><li>Be aware of the 'less obvious items'</li><li>Match business needs with lease terms</li><li>Be better placed to represent the tenant</li></ul>
4	<b>Roadmap to a tenant friendly lease</b> <ul style="list-style-type: none"><li>Careful planning</li><li>Deliberate actions</li><li>Skillful negotiations</li></ul>	<ul style="list-style-type: none"><li>Appreciate the importance of planning</li><li>Understand how to build leverage</li><li>Be better placed to represent the tenant</li></ul>
5	<b>8 mistakes to avoid</b> <ul style="list-style-type: none"><li>8 common mistakes</li><li>Deliberate actions</li><li>Skillful negotiations</li></ul>	<ul style="list-style-type: none"><li>Be aware of the 8 common mistakes</li><li>Understand how to avoid the 8 mistakes</li><li>Be better placed to represent the tenant</li></ul>
6	<b>Optimising a leased portfolio</b> <ul style="list-style-type: none"><li>What problem is being solved</li><li>Lease management fundamentals</li><li>Portfolio optimisation principles</li></ul>	<ul style="list-style-type: none"><li>Appreciate lease management risks</li><li>Identify LM improvement opportunities</li><li>Recognise portfolio optimisation gaps</li></ul>
7	<b>Commercial tenants need to know</b> <ul style="list-style-type: none"><li>What to ask</li><li>Who to ask</li><li>When to seek advice</li></ul>	<ul style="list-style-type: none"><li>Ask the right internal questions before leasing</li><li>Ask the right external questions before leasing</li><li>Ensure advice is independent and expert</li></ul>
8	<b>COVID-19 impacts on your lease(s)</b> <ul style="list-style-type: none"><li>Impacts on occupancy and business</li><li>Negotiating interim amendments</li><li>Protecting against future shocks</li></ul>	<ul style="list-style-type: none"><li>Be better placed to assess impacts</li><li>Be better placed to negotiate changes</li><li>Be better placed to 'future-proof'</li></ul>
NEW	<b>COVID-19 FAQ Forum - 1 hour</b>	
NEW	<b>'1 Hour consultation' - 'Book a time'</b>	

## Our Presenters

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



### **John Reed, Participating Presenter**

John is a Non-executive Director of Lpc Cresa who provides advice to management in relation to the long-term development of the business to deliver an exceptional client experience. His experience includes managing property service organisations and consulting on real estate management requirements.



### **Kyle Swain, Participating Presenter**

Kyle is Lpc Cresa's Retail Director. He is recognised as a leader in tenant-side retail leasing, tenant representation and retail advisory and has been the Leasing and Tenancy Advisor to the National Retail Association since 2016. Kyle has post graduate degrees in Property Economics and Business Administration.



### **Michael Raymond, Participating Presenter**

Michael is Lpc Cresa's Industrial Director. He previously held senior positions with JLL and KPMG and was head of property for a global manufacturer. He is a trusted advisor to industrial occupiers with more than 30 years' experience in the industry. Michael has a Bachelor in Business (Property) and Accountancy.



### **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. His key focus areas include strategic consultancy, transaction management, portfolio management and premises acquisitions and disposals.

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

## How to Register

Register online at [lpc.com.au/courses](https://lpc.com.au/courses)

For further information, please contact Matt Collins on +61 405 267 337, [mcollins@lpc.com.au](mailto:mcollins@lpc.com.au) or

Phone +61 2 9235 1300

Email [training@lpc.com.au](mailto:training@lpc.com.au)

[lpc.com.au](https://lpc.com.au)

