



Retail leasing - What every tenant should know





Achieve the best outcomes for your leases.

Why attend?

People who represent retail tenants in relation to their leasing requirements will be better positioned to make, negotiate, and implement leasing decisions.

Who should attend?

Anyone who influences or is impacted by retail leasing decisions including franchisees, business owners, lease administrators, property managers, operational managers, and facility managers.

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
- Retail Leasing Acts throughout Australia and how they differ
- Lease negotiation, lease management and portfolio planning
- Leasing and negotiation mistakes that retailers need to avoid

What will you learn?

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

Date **See event details**

Time **8:30 - 17:00**

Duration **1 day**

Location **See event details**

Cost **\$1195**
per person inc 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
8:30	Coffee	
8:45	Welcome and introductions	Introductions and orientation
9:00	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.



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.



Julian Kurath, Participating Presenter

Julian is a shareholder, Director and joint Managing Director of Lpc Cresa in Sydney. He is expert, experienced and a trusted advisor to many clients who rely on him to provide independent, objective advice based on market insight.



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/courses

For further information, please contact Matt Collins on +61 405 267 337, mcollins@lpc.com.au or

Phone +61 2 9235 1300

Email training@lpc.com.au

lpc.com.au

