

2-Part WEBINAR SERIES

Jan. 29 & 31, 2019
11:30 a.m. – 1:00 p.m



Commercial Lease Analysis: Understanding the Chaos and Red Flags in a Commercial Lease

This 2-part webinar series will arm the commercial leasing broker for effective negotiations by exploring issues from the perspective of the landlord, tenant and lender. The program will help participants to better advocate for their client whether office, industrial or retail sectors.

The broker will learn the compromising alternatives and to identify “red flags” in their client’s decision-making process for more effective lease negotiations. We’ll cover the genesis of the Statute of Frauds and key objectives in negotiations for a landlord and tenant. Then we’ll discuss critical game killers such as: Base Rent, Late Rent Penalty, Holdover, Default and Cure, Acceleration, Assignment and Sublet, Profit-sharing, Recapture, Rules & Regulations, Hazardous Waste, Signature issues, Tenant Bankruptcy and Estoppel clauses; that can destroy the value of a building in today’s commercial lease document. Register **TODAY** for this informative series!

Instructor: Robert J. Nahigian, FRICS, SIOR, CRE, MCR

Rob Nahigian, Principal with Auburndale Realty Co. in Newton, Massachusetts has 38 years in commercial/industrial real estate experience as an advisor, developer and broker. He has handled approximately \$5 billion of real estate totaling 40 million square feet. Rob serves on the Counselors of Real Estate (CRE) National Board of Directors, has been honored 5 times by the Society of Industrial and Office REALTORS® as “SIOR National Instructor of the Year” and named the MAR “2015 and 2011 Massachusetts Real Estate Educator of the Year”. He is a faculty member of Boston University, MAR, SIOR, and is a Visiting Asst. Professor for RealtorU. He earned his BA, cum laude from Lehigh University and holds a Masters in Urban Planning from Columbia University.

Complimentary Recording Included With Registration

2-Part Webinar Series

Commercial Lease Analysis

Presented by Robert J. Nahigian, FRICS, SIOR, CRE, MCR

Dates/Times:

Tuesday – January 29, 2019
Thursday – January 31, 2019
11:30 a.m. – 1:00 p.m. (both days)

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CE Credit

These webinars are **not** approved for ce credit.

System Requirements

Attendees will participate in these live on-line webinars via a computer with speakers or through a mobile device. A stable internet connection of DSL or above is recommended.

Browser: Firefox 4+, Chrome 2+, Safari+

Operating System: Windows 10, 8, 7, Vista, Mac OS X 10.4+

Adobe Flash Player 10.3.183.5+ installed; latest version recommended

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