



# Commercial leasing course – The tenant perspective

**Module 1 of 4**

**Your lease can either help or harm your organisation**



**“You don’t get what you want.**

**You get what you negotiate”**

**- Harvey Mackay**

### **Why attend?**

The course equips attendees to renegotiate and restructure leasing arrangements that are more supportive of business objectives, having regard to increasing occupancy costs arising from high inflation and unfavourable lease obligations. This module draws attention to lease terms that have the potential to either help or harm a commercial tenant. Attendees will be better placed to negotiate tenant-friendly lease terms that help to future-proof your organisation.

**Date** - See event details

**Time** - See event details

**Duration** - 1hour

**Location** - Online

**Cost** - \$100 excluding GST

### **What do attendees get?**

- 1hour lease negotiation training from expert tenant advisors
- Access to the LPC lease health check guide
- Access to the LPC lease health check tool

### **Who should attend?**

This module is useful for anyone who has an influence on your lease arrangements including business owners, executives, property managers, facility managers, and leasing managers. The content is relevant for office, retail, and industrial tenants.

### **What does the module cover?**

- Why most commercial leases offer more protection for landlords than tenant
- Commercial lease terms that will help or harm your organisation
- Common lease negotiation mistakes that commercial tenants need to avoid

### **What will you learn?**

- Insight into how leases can help or harm a commercial tenant
- Awareness of the less obvious lease terms that need special attention
- To be better placed to negotiate tenant friendly lease terms

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

## 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 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.



### **Gillian Heath, Participating Presenter**

Gillian is an associate Director of LPC. She is recognised as a leader in tenant-side leasing, tenant representation and transaction and lease management. Gillian joined LPC in early 2006, after completing a Bachelor of Business in Property Economics from the University of Western Sydney.



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

Michael is LPC'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. 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,

**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

Phone +61 2 9235 1300

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

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



# Course Overview

## Commercial tenants need lease terms that help to future-proof their business

Module	Session	Objectives
1	<b>Your lease can either help or harm your organisation</b> <ul style="list-style-type: none"><li>• Why most commercial leases favour landlords</li><li>• Commercial lease terms that harm organisations</li><li>• Common lease negotiation mistakes to avoid</li></ul>	<ul style="list-style-type: none"><li>• Greater insight into how leases can harm a commercial tenant</li><li>• Increased awareness of the less obvious lease terms</li><li>• To be better placed to negotiate tenant friendly lease terms</li></ul>
2	<b>Is your lease tenant-friendly?</b> <ul style="list-style-type: none"><li>• Introduction to the tool for assessing lease risks</li><li>• Analysing lease risks and their potential impact</li><li>• Pointers for mitigating your existing lease risks</li></ul>	<ul style="list-style-type: none"><li>• Increased awareness of lease related risks</li><li>• Enhance ability to mitigate and existing lease risks</li><li>• Identification of lease risks to be avoided</li></ul>
3	<b>Negotiating a tenant-friendly lease</b> <ul style="list-style-type: none"><li>• Setting objectives before starting the negotiation process</li><li>• The LPC process for building tenant leverage</li><li>• Lease negotiation case studies for commercial tenants</li></ul>	<ul style="list-style-type: none"><li>• Introduction to the LPC lease negotiation process</li><li>• Enhanced lease negotiation competence</li><li>• To be better placed to negotiate a tenant friendly lease</li></ul>
4	<b>Common lease negotiation mistakes and how to avoid them</b> <ul style="list-style-type: none"><li>• Common lease negotiation mistakes and their impact</li><li>• How to avoid these common mistakes</li><li>• Eliminating mistakes to achieve a tenant friendly lease outcome</li></ul>	<ul style="list-style-type: none"><li>• Increased awareness of common lease negotiation mistakes</li><li>• Understanding of the impact of these mistakes</li><li>• To be better placed to avoid lease negotiation mistakes</li></ul>

