



Commercial leasing course – The tenant perspective

Module 3 of 4

Negotiating a tenant-friendly lease



**“Let us never negotiate out of fear,
but never fear to negotiate”**

- J. F. Kennedy

Why attend?

A tenant always ends up with the lease they negotiate, which is not necessarily the lease they need. The pandemic was just one example of full rental obligations continuing notwithstanding impaired utility. Giving more attention to defining what a tenant-friendly lease looks like ensures the negotiation approach delivers the best possible tenant outcome. By attending you 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 including 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?

- Getting the end in mind clear before starting the negotiation process
- The LPC process for building tenant leverage during lease negotiations
- Lease negotiation case studies for retail, office, and industrial tenants

What will you learn?

- A working knowledge of the LPC lease negotiation process
- Enhanced lease negotiation competence and confidence
- 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

For further information, please contact

Phone +61 2 9235 1300

Email reception@lpc.com.au

lpc.com.au



Course Overview

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

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

