



KEYSER

IMPORTANT LEASE PROVISIONS AND NEGOTIATION TACTICS

PRESENTED BY:
JONATHAN KEYSER

December 14, 2016

CPE Credits

Today's webcast is worth 1 Continuing Professional Education (CPE) credit.

To be eligible for CPE credit, you must:

- Answer **at least 3 of the 4** polling questions (during the webcast) and have a total viewing time of **at least 50** minutes.
- Participants will have the opportunity to download their CPE certificate immediately following the webcast if above requirements are met.
- In accordance with the standards for the National Registry of CPE Sponsors, CPE credit will be granted based on a 50-minute hour.
- We are unable to grant CPE credit in cases where technical difficulties preclude eligibility. CPE Program Sponsorship guidelines prohibit us from issuing credit to those not verified by the technology to have satisfied the minimum requirements listed above.

IMPORTANT LEASE PROVISIONS

OPERATING EXPENSES



IMPORTANT LEASE PROVISIONS **EXPANSION RIGHTS, TERMINATION RIGHTS/CLAUSES**



IMPORTANT LEASE PROVISIONS AND NEGOTIATION TACTICS



KEYSER

IMPORTANT LEASE PROVISIONS

HOLDOVER CLAUSES



IMPORTANT LEASE PROVISIONS AND NEGOTIATION TACTICS



KEYSER

IMPORTANT LEASE PROVISIONS

PROJECT MANAGEMENT



IMPORTANT LEASE PROVISIONS AND NEGOTIATION TACTICS



KEYSER

IMPORTANT LEASE PROVISIONS

TENANT VS

LANDLORD RESPONSIBILITIES



NEGOTIATION TACTICS

THE UNFIXABLE FLAW



IMPORTANT LEASE PROVISIONS AND NEGOTIATION TACTICS



KEYSER

NEGOTIATION TACTICS

ALL EVENTS ARE NEGOTIATING EVENTS



IMPORTANT LEASE PROVISIONS AND NEGOTIATION TACTICS



KEYSER

NEGOTIATION TACTICS

LARGE TENANT IN SMALL MARKET



TUCSON

IMPORTANT LEASE PROVISIONS AND NEGOTIATION TACTICS



KEYSER

NEGOTIATION TACTICS

SMALL TENANT IN

LARGE MARKET



PHOENIX

IMPORTANT LEASE PROVISIONS AND NEGOTIATION TACTICS



KEYSER

NEGOTIATION TACTICS **LIMITED AUTHORITY IS USUALLY BEST**



IMPORTANT LEASE PROVISIONS AND NEGOTIATION TACTICS



KEYSER

NEGOTIATION TACTICS

THE REVOLVER CLOSE



IMPORTANT LEASE PROVISIONS AND NEGOTIATION TACTICS



KEYSER