

Satisfy Your CLE, CPE and CPD Requirements!

Negotiating Commercial Leases:

How Owners & Corporate Occupants Can Avoid Costly Errors 2012

San Francisco, October 18-19, 2012

Live Webcast, October 18-19, 2012 – www.pli.edu

New York City, November 8-9, 2012

Chicago, November 15-16, 2012

- Changing Lease Forms and Negotiating Tactics in the New Improving Economy
- Unanticipated Limitations in Long-Term Planning
- Challenges in Building Today's Tenant Improvements
- Hot Issues in Retail Leasing in the Current Environment
- Issues Surrounding Insurance and Damage and Destruction

Earn One
Full Hour
of Ethics!

Do You Know There Are 5 Ways To Attend PLI's Programs? *See inside for details.*

Register Online at www.pli.edu or Call (800) 260-4PLI

Negotiating Commercial Leases:

How Owners & Corporate Occupants Can Avoid Costly Errors 2012

San Francisco, October 18-19, 2012

Live Webcast, October 18-19, 2012 – www.pli.edu

New York City, November 8-9, 2012

Chicago, November 15-16, 2012

Why You Should Attend

Leases are the building blocks of value for all real estate, and whether your client is entering into a lease, acquiring a leasehold, purchasing a Ground Lease or investing in or lending on properties, knowing the “Commercial Lease” in and out is a must. Knowing the current commercial leasing market trends, hot topics and current schemes is the most important investment one can make. Leases are long-term investments and your client or company expects you to make the best deal in order to avoid unusual risks. Your client is depending on you to preserve the investment in difficult “risky” times. Knowing “what’s hot and what’s not” can help you be on the “cutting-edge” of the current market negotiations. Do you know how to negotiate true “recognition” agreements and protect the lease and all the rights under the lease from dilution of superior interests or being “wiped out” in the event of financial difficulty affecting the building or owner? Can you lead a “workout” of a troubled lease or landlord, or negotiate a lease conversion to equity and deed with purchase money financing and protecting the interest? The more favorable the lease terms for the tenant, the higher the risk of later dilution of rights, title losses or higher difficulty of “closing the lease” in the first instance. And for equity participation or ownership conversion leases, the risks of loss and needs for technical protections are paramount.

This popular program will help you to develop the bargaining and drafting expertise as well as the negotiation techniques required to avoid unnecessary risk and hidden charges, non-market limitations on company operations and costly errors, and to place your client, the owner or occupier of commercial real estate, in the most advantageous position in what is essentially one of the most challenging real estate markets in thirty years. With the market improving, now is the time to learn to how to maximize your long-term value and turn a lease into an investment.

What You Will Learn

- Evaluation of the equity conversion lease transaction to ownership and the additional need of protections from “springing superior interests” and obtaining the “durable true recognition” agreement.
- Addressing and mock negotiation of hot and current “big ticket” items of costs and risk in construction of the leased premises.
- Discussions and practice tips on “The Troubled Lease Workout and Landlord Failures” – securing the Landlord’s performance and security for owner cash flow obligations.
- Practice tips – tenant’s filing of alterations plans “triggering” violations and compliance obligations with pre-existing but deferred building, fire and safety laws.
- The history and practical use of “Good-Guy/Bad-Guy” off-balance sheet guaranty – hidden backdoor liability.
- Current Market Update! Ownership costs, including repair, insurance and compliance responsibilities and how to shift them back to the owners/landlords.
- Hot practice tips for retail malls with low occupancy/operations levels – “take a test ride” under pre-leasing occupancy and build-out early delivery agreements.
- Practical real estate transactional-based ethical considerations.

Who Should Attend

Attorneys who practice in the commercial real estate leasing field and other allied professionals, including retail facilities directors, real estate brokers, property managers, property fund managers, governmental regulators/service providers and REIT investors and accountants.

Reserve your place today, call (800) 260-4PLI.

FACULTY

SAN FRANCISCO AND LIVE WEBCAST

Chair



Michael E. Meyer
DLA Piper
Los Angeles

Conrad D. Breece

Morris Polich & Purdy LLP
San Francisco

Theani C. Louskos

Bartko, Zankel, Tarrant &
Miller, P.C.
San Francisco

Marc A. Maiona

Managing Member
CyberLease, LLC
Irvine, California

Jackie K. Park

DLA Piper US LLP
Los Angeles

Jay L. Paxton

Buchalter Nemer APC
San Francisco

Michael R. Powell

Vice President
American Arbitration
Association
Los Angeles

M. Rosie Rees

Pircher, Nichols & Meeks LLP
Chicago

Carol Robertson

Corporate Counsel
The Clorox Company
Oakland, California

Alan J. Robin

Shartsis Friese LLP
San Francisco

Peter J. Roth

Allen Matkins Leck Gamble
Mallory & Natsis LLP
Los Angeles

B. Alan Whitson, RPA

President, Corporate
Realty, Design &
Management Institute
Chair, Model Green Lease
Task Force
Newport Beach, California

John Busey Wood

Akerman Senterfitt LLP
New York City

NEW YORK CITY

Chair



John Busey Wood
Akerman Senterfitt LLP
New York City

Nancy Ann Connery

Schoeman Updike &
Kaufmann LLP
New York City

James A. Fenniman

Executive Vice President
Bollinger, Inc.
New York City

Edward Harris

Vice President
Commercial Tenant
Services, Inc.
New York City

Devika Kewalramani

Moses & Singer LLP
New York City

Theani C. Louskos

Bartko, Zankel, Tarrant &
Miller, P.C.
San Francisco

Michael A. Marra

Vice President,
Construction Division
American Arbitration
Association
Philadelphia

Luis M. Martinez

Vice President
International Centre for
Dispute Resolution -
A Division of the American
Arbitration Association
New York City

Michael E. Meyer

DLA Piper
Los Angeles

Arthur E. Pape

The Pape Law Firm
Wheaton, Illinois

M. Rosie Rees

Pircher, Nichols & Meeks LLP
Chicago

Dana Schneider

Vice President, Sustainability
Services Market Lead
Jones Lang LaSalle
New York City

Steven Serota

President
Commercial Tenant
Services, Inc.
New York City

Elizabeth J. Shampnoi

Associate Director,
Disputes & Investigations
Navigant
New York City

Ellen Sinreich

President
GreenEdge LLC
New York City

CHICAGO

Chair



Patrick G. Moran
SNR Denton
Chicago

Dana Bell

Vice President, Lease
Administration &
Lease Audit
Jones Lang LaSalle
Pittsburgh

Robert L. Fernandez

SNR Denton
Chicago

Ira Fierstein

Seyfarth Shaw LLP
Chicago

Ellen B. Friedler

Neal, Gerber & Eisenberg LLP
Chicago

Eric J. Fuglsang

Quarles & Brady LLP
Chicago

Bill Hines

Vice President
Willis of Illinois, Inc.
Chicago

Tracy L. Kepler

Senior Counsel
Illinois Attorney Registration &
Disciplinary Commission
Chicago

Deborah Kuo

Vice President, Real Estate &
Facilities, Project Executive
Baltimore Exelon/
Constellation Headquarters
Chicago

Eric A. Oesterle

Miller Shakman & Beem LLP
Chicago

Arthur E. Pape

The Pape Law Firm
Wheaton, Illinois

Michael D. Rehtin, Jr.

Quarles & Brady LLP
Chicago

M. Rosie Rees

Pircher, Nichols & Meeks LLP
Chicago

David J. Siegel

Sidley Austin LLP
Chicago

Program Attorney: Meghan K. Carney

PROGRAM SCHEDULE

Day One: 9:00 a.m. – 5:00 p.m.

Morning Session: 9:00 a.m. – 12:15 p.m.

9:00

Changing Lease Forms and Negotiating Tactics in the New Improving Economy

- Lease forms expanding again
- Econometric layering of “theft by lease” – re-bundle operating expense into fixed rent – anticipate inflation of escalations
- In market recovery – landlord’s need to close deals quick – tenants at premium
- Owners need to commence rent more quickly – reduce leasing legal fees
- Lease takeover loan/agreements tools – use increasing in 2012
- Accelerate the many moving lease commencement dates – remove the risk
- Mock negotiation on getting all superior interests to the table

SF, NYC & WEB: Michael E. Meyer, John Busey Wood
CHI: Patrick G. Moran, Michael D. Rechten, Jr.

10:00

Dealing With the Large Hidden “Big Ticket” Items

- The “grandfathered” laws and enacted not effective late triggers – new tenant filing plans – pulling permits – new laws for sprinklers and electric meters
- Pre-existing noncompliance permit delay for existing building or space violations
- Triggered violations from deferred but enacted laws on filing of plans and demolition
- Costs Included in CAM and operating expenses/capital disbursements – landlord build to suit but no cash and “under supervision” – how to protect the “turnkey”
- Negotiating “work/TI” funding/completion rights and with the lender or special servicer and for “recognition of landlord’s work abatements and credits” – tenant pays the broker for the servicer? Future “delivery space” TI funding
- Current failure to analyze and assure the “attached sketch” – compliance, use, repair obligations and “the missing terrace! . . . the added building systems!”
- Sprinklers, electric meters and VAV boxes – analyzing landlord’s “base building” inclusions
- Mock negotiation

SF, NYC & WEB: Michael E. Meyer, John Busey Wood
CHI: Robert L. Fernandez

11:00 Networking Break

11:15

Unanticipated Limitations in Long-Term Planning

A. Assignment and Subletting

- An overview
- Permitted transactions
- Recapture rights and profit-sharing
- Recognition agreements and consents
- Structural impediments to assignment and sublease rights

B. Creating Flexibility, Evaluating Your Options and Negotiating the Deal

- How to create flexibility in the lease?
- Renewal and expansion rights, including rights of first refusal, rights of first offer, and fixed expansion rights
- Early termination rights and partial kick-outs

SF & WEB: Michael E. Meyer, Jackie K. Park
NYC: Nancy Ann Connery, Michael E. Meyer
CHI: Ellen B. Friedler

12:15 Lunch

Afternoon Session: 1:15 p.m. – 5:00 p.m.

1:15

Hot Topics for Dealing with Long-Term Lease Structures, Audits and Credit Support

- Where are we with new FAS-13 and what is the impact on the structure and negotiation of long-term leases? What is the importance of tenant’s audit rights?
- Hear how vacancies and historically incorrect gross-up adjustments are serving to
 1. overcharge in-place tenants
 2. understate landlord’s NOI
 3. understate management costs and taxes for base years
- Learn how “green leases” and “green buildings” are leading to the development of new profit centers for landlords – new “green maintenance” laws
- Find out how REITs are shifting corporate office costs to building tenants via allocations at an unprecedented rate. How is this impacting tenants?
- Understand how new insurance products are being used to transform lease structure
- Letters of credit – don’t get surprised later by the “fine print”!

SF & WEB: Marc A. Maiona
NYC: Edward Harris, Steven Serota, John Busey Wood
CHI: Dana Bell

2:45

Use of “Off-Balance Sheet” Financing and “Credit Enhancements” for the Significant Lease

A. Good Guy Guaranties and Takeover Leases

- Off-balance sheet – springing obligations
- “The gap” period obligations – “backdoor expanded personal liability”
- Bankruptcy impact
- Hot topics – backdoor liability accelerations – “lease takeover triggers!”
- How to secure the payment and performance of the “lease taken over”
- Representing a landlord in negotiating a restructuring of a tenant lease
- Emergence of the equity or cash flow participation lease
- Credit enhancements
- Use of letters of credit

B. Takeover Leases/Small Leases

- How to deal with negotiation and costs of transactions vs. risk
- Contracts of adhesion
- Controlling legal costs

SF & WEB: Michael E. Meyer, Peter J. Roth, John Busey Wood
NYC: Michael E. Meyer, John Busey Wood
CHI: Eric J. Fuglsang

3:45 Networking Break

4:00

Ethical Gaps, Mishaps and Traps in Real Estate Practice

- Engagement letter gap
- Conflicts issues arising from outside counsel’s dealings with in-house counsel acting as owner/officer of property management company, and independent counsel versus in-house counsel acting as a party to the transaction
- Virtual office, multijurisdictional practice/unauthorized practice concerns/confidentiality problems
- Bottom line for attendees: what is my practical procedural strategic plan to deal with conflicts, keep the fee and keep the client?

SF & WEB: Carol Robertson
NYC: Devika Kewalramani, Michael E. Meyer, John Busey Wood
CHI: Tracy L. Kepler

5:00 Adjourn

Please plan to arrive with enough time to register before the conference begins.
A networking breakfast will be available upon your arrival.

Day Two: 9:00 a.m. – 4:30 p.m.

Morning Session: 9:00 a.m. – 12:45 p.m.

9:00

Challenges in Building Today's Tenant Improvements

- Practice tip! High value property – selling pieces of the property – future condominium declaration
- Hot Topic – later creation of multiple superior interests and impact on expansion and option rights
- Timeline of creation of interests – impairment of rights – securing the Landlord Work/\$
- Negotiations of the SNDRA – “R” is for full recognition – deal with the lender in beginning – abatements and credits for landlord's work funded by tenant loan!
- Purchase extensions and options may not work after conversion
- Bring the lender and security interest holders to the table first – secure the landlord's work funding and related rental credits/abatements – hot topic – loss of abatements and offset protections
- Owner in workout will not fund TI or brokerage commission – tenant the “equity investor”

SF & WEB: Conrad D. Breece, Michael E. Meyer, John Busey Wood
NYC: Michael E. Meyer, John Busey Wood
CHI: David J. Siegel

10:00

Complex Real Estate Issues: Arbitration vs. Litigation

- Costs of litigation and discovery as well as absence of cases or judgments
- Establishing minimum qualifications for arbitrators in arbitration provisions and selection process
- Hot topics – current increase in “baseball panel arbitration”
- Use of advocate arbitrators – use of one neutral or three neutrals
- Impairing and invalidating the award
- Compartmentalize the process – surgical arbitration for a clause only
- Creation of the arbitration forum – drafting good and bad clauses
- Practice tip: hidden issues in fair value market determinations

SF & WEB: Michael R. Powell, Alan J. Robin
NYC: Michael A. Marra, Luis M. Martinez,
Elizabeth J. Shampnoi, John Busey Wood
CHI: Eric A. Oesterle

11:30 Networking Break

11:45

Green Leases: The What, When, How and Why

- Greening the landlord-tenant relationship: a partnership for sustainability
- Greening the leasing process: from environmental game plan to lease negotiations
- Green lease provisions: ten important provisions to consider
- Green lease benefits: opportunities to create value for landlord and tenant
- Where are we today? The status of green leasing
- Hot topics – future tax and incentive “claw-backs” for failure to continue compliance?

SF & WEB: B. Alan Whitson
NYC: Dana Schneider, Ellen Sinreich,
John Busey Wood
CHI: Deborah Kuo

12:45 Lunch

Afternoon Session: 1:45 p.m. – 4:30 p.m.

1:45

Hot Issues in Retail Leasing in the Current Environment

- Use clauses and tradenames
- Exclusive use rights
- Opening and operating covenants
- Co-tenancy rights
- Assignment and subletting
- New issues facing landlords and tenants in the current retail environment
- Use of “pop-up occupancies” in malls – impact of “temp operating agreements”
- When the co-tenancy and “kick-out” for low gross sales needs confirmation – problems of enforcement
- Early delivery and opening agreements while lease is being negotiated

SF, NYC & WEB: Theani C. Louskos, M. Rosie Rees,
John Busey Wood
CHI: Ira Fierstein, M. Rosie Rees

3:15 Networking Break

3:30

Issues Surrounding Insurance and Damage and Destruction

- Effect of the financial crisis on insurance
- Who insures the insurer?
- Coverage of catastrophic risks – coordinating the insurers
- What the landlord needs and what the tenant needs
- ACORD forms now truly worthless! Use of binders?

SF & WEB: Jay L. Paxton
NYC: James A. Fenniman, Arthur E. Pape
CHI: Bill Hines, Arthur E. Pape

4:30 Adjourn

“Great program! Speakers were spectacular; their knowledge and experience and practice tips were fantastic . . . great Handbook that will be very helpful in the future.”

– 2011 Attendee

“Fabulous leasing seminar!!! The speakers were engaging and so obviously experts in their fields. Nice to attend a seminar where the lectures go beyond the ‘vanilla.’ Will be coming back for more.”

– Andrea Alexander

“Speakers were exceptionally good with some excellent practice tips. I would highly recommend.”

– 2011 Attendee

Live Webcast at www.pli.edu

The San Francisco session of this program is available live via the web at www.pli.edu:

- Print the Course Handbook
- Submit questions electronically
- Get “real-time” education right from your PC!

If you have any questions, please call PLI’s Customer Relations Department at (800) 260-4PLI.

PLI’s Nationally Acclaimed Course Handbooks

The Course Handbook for this program is now available online to all attendees!

If you would like to review the material or prepare questions for faculty ahead of time, login to www.pli.edu and go to My Online Library in the My Account drop-down menu, and you’ll find the Course Handbook there several days prior to the program. You will have access to the Handbook for one year from the program date. *Please note: If you should cancel or not be able to attend the program for any reason, the online version of the Course Handbook will be removed from your cart.*

All attendees at the live program will also receive a copy of the Course Handbook, either in two bound volumes or on a flash drive. The Course Handbook is prepared specifically for this program and also stands alone as a permanent reference. PLI’s Course Handbooks represent the definitive thinking of the nation’s finest legal minds, and are considered the standard reference in the field.

PLI Scholarships

Please check the Registration Information section of this brochure for more information about PLI scholarships.

PLI’s Guarantee

It’s simple. If you’re not completely satisfied with the return on your investment from any PLI program, your money will be refunded in full.

Pro Bono Efforts

Since 1933, PLI has been the comprehensive resource for the training and development needs of legal professionals. PLI is heavily involved in pro bono and research and development activities to ensure that all practicing attorneys and law students remain on the cutting-edge. These activities include awarding full and partial scholarships to our Institutes and Programs, assisting public interest organizations in their training needs, and helping law students become first-rate attorneys by posting free lectures on our web site. For more information, go online to pro-bono.pli.edu.

5 Ways to Attend PLI’s Programs:

- **Live Programs** – Attend the program with other attendees and ask the speakers questions from the floor. Ideal if you want the live experience.
- **Live Webcasts** – View the live program from your home or office and watch the streaming video on your laptop or desktop, ask questions electronically, view or print the Course Handbook, and, if you have to miss any of it, you have access to the archived portion for one year. Ideal if you can’t travel and still want to benefit from simultaneous live viewing of the program.
- **Groupcasts** – Bring a PLI program for group viewing directly to your conference room. Enjoy the live streaming video and receive the best legal education from our expert faculty. All while training more people for less money, in the privacy of your own office setting.
- **CLE Now Web Segments/Programs** – PLI anywhere, anytime you want it right from your PC.
- **MP3/MP4/Audio CD/DVDs** – Watch or listen to PLI’s programs in the comfort of your home or office.

REGISTRATION/HOTEL INFORMATION

FOUR EASY WAYS TO REGISTER

WEB:

www.pli.edu

PHONE: (800) 260-4PLI

Monday - Friday, 9 a.m. - 6 p.m.,
Eastern Time

FAX: (800) 321-0093

Open 24 Hours!

MAIL: Practising Law Institute

810 Seventh Avenue, New York, NY 10019

Fax or mail completed Registration/Order Form on back cover

New York City Seminar Location: PLI New York Center, 810 Seventh Avenue at 53rd Street (21st floor), New York, New York 10019. Message Center, program days only: (800) 260-4754.

New York City Hotel Accommodations:

Due to high demand and limited inventory in NYC, we recommend reserving hotel rooms as early as possible.

Hilton New York Hotel, 1335 Avenue of the Americas, New York, New York 10019. Reservations (877) NYC-HILT. Please mention you are booking a room under the Practising Law Institute Corporate Rate and the Client File # is 0495741. You may also book reservations online: go to www.pli.edu for this program, click Hilton link to see preferred rates. Enter requested dates and Practising Law Institute rates will appear.

Warwick New York Hotel, 65 West 54th Street, New York, New York 10019. 1 block from PLI Center. Reservations 800-223-4099 or hotel direct 212-247-2700. Please mention that you are booking a room under the Practising Law Institute Corporate Rate. Reservations online at www.warwickhotels.com Click reservations in menu bar on left. Select desired dates. In "Special Rates" drop-down window select Corporate Rate. In "Rate Code" enter PLIN. Click search and select desired room type and rate plan. Or, you may email reservation requests to: res.ny@warwickhotels.com

San Francisco Seminar Location: PLI California Center, 685 Market Street, San Francisco, California 94105. (415) 498-2800.

San Francisco Hotel Accommodations:

Due to high demand in SF, we recommend reserving hotel rooms as early as possible.

The Palace Hotel, 2 New Montgomery Street, San Francisco, California 94105. Call (800) 917-7456 seven days a week from 6:00 a.m. to 12:00 a.m. (PT) and mention you are attending this PLI program at Practising Law Institute to receive the preferred rate. For online reservations, go to www.sfpalace.com/pli to receive the preferred rate.

Chicago Seminar Location: University of Chicago Gleacher Center, 450 N. Cityfront Plaza Drive, Chicago, Illinois 60611. (312) 464-8787.

Chicago Hotel Accommodations: InterContinental Chicago Magnificent Mile, 505 North Michigan Avenue, Chicago, Illinois 60611. (800) 628-2112. Please contact hotel directly in order to receive the preferred rate. When calling, please mention PLI and the name of the program you are attending. The cut-off date for the preferred rate is October 24, 2012.

Payment Policy: Registration fees are due in advance. Attendees may pay by check, Visa, MasterCard, American Express or Diners Club.

Cancellations: All cancellations received 3 business days prior to the program will be refunded 100%. If you do not cancel within the allotted time period, payment is due in full. You may substitute another individual to attend the program.

PLI's Scholarship/Financial Hardship Policy: Full and partial scholarships to attend PLI programs are available to pro bono attorneys, judges, judicial law clerks, law professors, attorneys 65 or older, law students, librarians and paralegals who work for nonprofit organizations, legal services organizations or government agencies, unemployed attorneys and others with financial hardships. To apply, send your request on your employer's letterhead, stating the reason for your interest, along with the completed registration form on this brochure, to the PLI Scholarship Committee. All applications must be accompanied by a \$25 application fee (this fee is waived for judicial law clerks), and must be submitted four weeks before the date of the program you wish to attend. (Applicants may pay by check or credit card.) If the request for a scholarship is denied, the \$25 application fee will be returned. Students must also submit a copy of their student ID card.

Education Course Credit: States have widely varying regulations regarding Continuing Education credit, therefore, please contact PLI for more information concerning approval.

New York State CLE Credit: This TRANSITIONAL continuing legal education program has been approved in accordance with the requirements of the New York State Continuing Legal Education Board for attorneys admitted after October 1, 1997 and experienced attorneys. It has been approved for a maximum of 15.0 credit hours, of which 1.0 credit hour can be applied toward the ethics requirement, and 14.0 credit hours can be applied toward the professional practice requirement. Audio and video products are not acceptable for transitional continuing legal education for the newly admitted attorney within the first two years of admission to the Bar.

California MCLE Credit: PLI is a State Bar of California approved MCLE provider. This activity has been approved for MCLE credit in the amount of 12.5 hours, of which 1.0 hour will apply to legal ethics. PLI will retain the required MCLE records for this program.

Continuing Professional Education Course Credit: Recommended CPE credit: 13.0 hours, in which 2.0 credit hours will apply to Accounting, 1.5 credit hours will apply to Auditing, and 9.5 credit hours will apply to Specialized Knowledge & Application. Delivery Method: Group-Live (Please note: CPE credit is available for attendance at the live program only; CPE credit is not available for webcasts, groupcasts or on-demand learning formats). Program Level: Basic. Prerequisites: None. Advanced Preparation: None. For more information regarding administrative policies such as complaints and refunds, please contact Andrew Ottiger at aottiger@pli.edu. The Practising Law Institute is registered with the National Association of State Boards of Accountancy (NASBA), as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be addressed to the National Registry of CPE Sponsors through its website: www.learningmarket.org

Continuing Professional Development (British Columbia): PLI is a presumptively approved CPD provider in British Columbia. This program has been approved by The Law Society of British Columbia for 12.5 CPD credits, of which 1.0 credit will be Ethics and 11.5 credits will be General.

Continuing Professional Development (Ontario): This program has been approved by The Law Society of Upper Canada for 12.5 CPD credits, of which 1.0 credit will be Ethics and 11.5 credits will be General substantive law.

Continuing Professional Development (United Kingdom): This program offers 1.0 "verifiable" credit in Ethics and 11.5 "verifiable" credits in General substantive law. PLI is an authorized provider of CPD credit. PLI's CPD reference code is CJK/PRLI.

California Paralegals: You can satisfy your new continuing legal education requirements by attending PLI's nationally acclaimed Institutes and Programs!

Illinois CLE Credit: PLI is an accredited provider in Illinois.

Special Needs: If you have special needs as addressed by the Americans with Disabilities Act, please notify Customer Relations at least two weeks prior to your program.

Email: info@pli.edu

Visit Us On The Web: www.pli.edu

Cost is not a concern for Individual Privileged Members.

Individual Privileged Members have the complete freedom to attend as many of PLI's 300+ annual programs and Live Webcasts as they please, for one flat annual fee. For just \$3,495 you can get the training you need, however you want it. Contact membership@pli.edu for more information.

Negotiating Commercial Leases:

How Owners & Corporate Occupants
Can Avoid Costly Errors 2012

Practising Law Institute

810 Seventh Avenue
New York, NY 10019

NON-PROFIT
ORGANIZATION
U.S. POSTAGE
PAID
PRACTISING LAW
INSTITUTE

REGISTRATION/ORDER FORM

YES, please register me for the following session:

When Registering, Please Refer to Priority Code: PDM2

Make necessary corrections on mailing address.

Negotiating Commercial Leases

- 35566 **San Francisco Seminar**,* October 18-19, 2012, PLI California Center, \$1,695²
 35567 **New York City Seminar**,* November 8-9, 2012, PLI New York Center, \$1,695²
 39585 **Chicago Seminar**,* November 15-16, 2012, University of Chicago Gleacher, \$1,695²
Live Webcast,* October 18-19, 2012, #35569, \$1,695²
²Privileged Member Fee: \$0
- 35568 Two-Volume Course Handbook only, \$229
 35571 Audio CDs,† available November 2012, \$847.50
 35572 DVDs,† available November 2012, \$1,695

- My Email address is: _____ Please send me Email updates on PLI programs and services.

*Includes Course Handbook, in either bound volume or flash drive format for program attendees, and in digital format for Webcast participants.

Attendees will have access to a downloadable version of the Handbook several days prior to the program.

†Audio CDs and DVDs must be prepaid and are non-refundable, with the exception of defective or unopened products.

FREE Shipping and Handling on all Audio CD/DVD and Treatise purchases. PLI will pay shipping and handling charges on all prepaid Course Handbook orders in the United States, U.S. Possessions and Canada. California, Florida, Illinois, Maryland, Massachusetts, New Jersey, New York, Ohio, Pennsylvania, Rhode Island, Texas, Virginia and Washington, D.C. residents please add applicable sales tax to the price of publications and Audio CD and DVD products.

- Please check if you are a PLI Privileged Member. Please send me PLI's catalog of Publications.
 Please send me information on PLI Membership. Please send me PLI's catalog of Institutes and Programs.

The information below is required to properly process your CE certificate:

State: _____	Bar ID# _____	State: _____	Bar ID# _____
\$ _____ check enclosed (Payable to Practising Law Institute) <input type="checkbox"/> Bill me <input type="checkbox"/> PLI Privileged Member			
Please Charge to: <input type="checkbox"/> Visa <input type="checkbox"/> MasterCard <input type="checkbox"/> American Express <input type="checkbox"/> Diners Club			
Credit Card No.: _____		Exp. Date: _____	
Signature Required: _____		Phone No.: _____	

Name _____
 Title _____
 Firm _____
 Address _____
 City/State/Zip _____ (Use Street Address for UPS Delivery)
 Phone _____ Fax _____ Email _____

PRIORITY CODE: PDM2 8A500