

# **HIRC**

**The High-Risers Club**

**2.27.2024 – Representing the Landlord**

# Coach Jeff Wright

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# Welcome

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Does anyone have anything great to share personally or professionally?



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# Podcast

**Tune in wherever you get your podcasts!**

- **Last Week: How to Attract Tenants and Dealing with Free Rent**
- **This Week: Lease escalations. Lease options. Usable vs. Rentable square footage. Should you use a commercial real estate attorney?**

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# Greatness is Within



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# Representing the Landlord Wrap-Up

1. What should you confirm with the leasing agent or property owner before presenting a property to your client?
2. What should you do if a commission is not being offered by the leasing agent or the property is not currently on the market?
3. What are some of the online platforms that you can search for commercial properties?
4. What should you request if there is a property of interest?
5. What is the difference between a gross lease and a net lease?
6. What is the purpose of submitting a Letter of Intent (LOI) in commercial real estate leasing?
7. What is the purpose of a Certificate of Occupancy (CO) in commercial real estate leasing?
8. Who can sign as the General Partner/Duly Authorized Corporate Agent/Member/Manager/Individual?
9. What should you do if you need to confirm if the commission will be paid on renewals or options?
10. What is the Tenant's responsibility regarding a lease guarantee and financial statements?

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11. In commercial real estate tenant leases, what does the term "base term" typically refer to in relation to renewal options?
  12. In commercial real estate tenant leases, what does the term "CAM charges" typically refer to regarding types of charges, rent, and fees?
  13. Which of the following is the primary purpose of a CMA (Comparative Market Analysis) when representing a landlord in real estate?
  14. What is the duration of the Commercial Exclusive Right to Sell/Lease/Exchange Agreement?
  15. What is the purpose of the Cancellation Clause in a commercial lease?
  16. What is the purpose of the Security Deposit in a commercial lease?
  17. What is the difference between the commencement date and the possession date in a lease agreement?
  18. What is the purpose of a subordination agreement, non-disturbance, attornment (SNDA) clause in a lease agreement?
  19. How is the lease commission calculated?



# Join Our Facebook Group

<https://www.facebook.com/groups/commercialrealestateforresidentialrealtors>



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# Next Session

## Next Session: Land Development

Tuesday, March 5<sup>th</sup>, 2024  
@ Noon Eastern

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