

## FINANCIAL POISE WEBINARS REAL ESTATE LAW DUMBED DOWN

### SERIES OVERVIEW

Whether you are a direct owner or investor in real estate, or a business owner who requires a lease or ownership of a property to house your business, it is a good idea to have some basic knowledge of real estate law. Likewise, if you are general practitioner, you must be able to issue spot and respond to general questions your clients may have. Either way, this webinar series provides important basic knowledge and insight into the most fundamental and common of real estate transactions. Each episode is delivered in Plain English understandable to business owners and executives without much background in these areas. Yet, each episode is proven to be valuable to seasoned professionals. As with all Financial Poise Webinars, each episode in the series brings you into engaging, sometimes humorous, conversations designed to entertain as it teaches. And, as with all Financial Poise Webinars, each episode in the series is designed to be viewed independently of the other episodes, so that participants will enhance their knowledge of this area whether they attend one, some, or all of the episodes.

### EPISODE SUMMARIES

#### EPISODE #1

**Representing the Commercial Landlord**  
**Airing February 2, 2017 at 2pm CST**

This webinar covers key concepts and sticking points in representing a commercial landlord in the negotiation and documentation of a lease. Some of the concepts covered include preserving the lease form, being cognizant of third party (i.e., lenders, investors and operating expenses) interests, financial certainty and a clear allocation of obligations. This webinar also compares and contrasts the very different concerns and needs of landlords of different real estate asset classes (e.g. office v. retail v. industrial space).

**EPISODE #2**

**Representing the Commercial Tenant  
Airing March 9, 2017 at 2pm CST**

This webinar discusses key lease provisions from the commercial tenant's perspective. Some of the specific provisions covered include delivery of the premises, guaranties and security deposits, operating expenses, alterations to the premises, subleasing, and assignment. More than just legal black letter law, the panelists opine on what provisions may be more or less negotiable, what their view of "market" is, and the differences in dealing with large, national landlords as opposed to smaller, local landlords. Some of the specific terminology explained includes: base rent, CAM, ground lease, NNN, and TIs.

**EPISODE #3**

**Representing the Real Estate Developer  
Airing April 20, 2017 at 2pm CST**

This webinar provides a broad overview of the legal and financial basics of real estate development, both in the construction and development context. Among the many issues covered: due diligence, land acquisition, feasibility studies, land restriction issues (e.g. zoning and easements), valuation methods and financing.

**EPISODE #4**

**Representing Buyers and Sellers of Commercial Real Property  
Airing May 18, 2017 at 2pm CST**

This webinar provides a broad overview of the real estate "deal." That is, it walks you through a typical purchase and sale agreement for commercial real estate. Topics covered include due diligence, title and survey, the contract itself (with a review and discussion of many key provisions), and the closing.