



# Retail leasing – what every tenant should know





# Achieve the best outcomes for your leases.

## Why attend?

People who represent retail tenants in relation to their leasing requirements will be better positioned to make, negotiate, and implement leasing decisions.

## Who should attend?

Anyone who influences or is impacted by retail leasing decisions including franchisees, business owners, lease administrators, property managers, operational managers, and facility managers.

## What does the course cover?

- The inherent conflict of interest between property owners and tenants
- What tenants need to look out for and what makes for a tenant friendly lease
- Retail Leasing Acts throughout Australia and how they differ
- Lease negotiation, lease management and portfolio planning
- Leasing and negotiation mistakes that retailers need to avoid

## What will you learn?

- Gain insight into retail leases and leasing decisions from a tenant perspective
- Develop a keen eye for those lease clauses and terms that are critical for a retail tenant
- See how the lease is the key performance indicator of lease negotiation competence
- Gain insight into lease negotiation, administration and lease management
- Become familiar with using a cloud-based lease management application

Date **See event details**

Time **8:30 - 17:00**

Duration **1 day**

Location **See event details**

Cost **\$1195**  
per person inc GST  
Fee includes tuition, teas  
and lunch

Disclaimer: Lpc Cresa Training workshops are intended to provide training and general information. They should not be relied upon as professional advice.

# Course Program

Time	Session	Objectives
8:30	Coffee	
8:45	<b>Welcome and introductions</b>	Introductions and orientation
9:00	<b>The tenant perspective</b> <ul style="list-style-type: none"> <li>Landlord interests v tenant interests</li> <li>The balance of power</li> <li>Shifting the balance of power</li> <li>The lease is the KPI</li> </ul>	<ul style="list-style-type: none"> <li>Better recognise the conflict of interest</li> <li>Understand how to shift the balance of power</li> <li>Be better equipped to represent the tenant</li> <li>Treat each lease as a 'KPI'</li> </ul>
9:30	<b>Closer look at a commercial lease</b> <ul style="list-style-type: none"> <li>Types of commercial leases</li> <li>Key lease terms and clauses</li> <li>Gross and net rent and outgoings</li> <li>Face rent and effective rent</li> <li>The obvious and less obvious items</li> </ul>	<ul style="list-style-type: none"> <li>Understand the meaning of key lease terms</li> <li>Be able to evaluate gross and net rent offers</li> <li>Understand how to determine 'effective rent'</li> <li>Be aware of the 'less obvious items'</li> <li>Be better placed to represent the tenant</li> </ul>
10:30	Tea	
10:50	<b>A tenant friendly commercial lease</b> <ul style="list-style-type: none"> <li>Key lease terms and clauses</li> <li>Matching leases and business needs</li> <li>The obvious items</li> <li>The less obvious items</li> </ul>	<ul style="list-style-type: none"> <li>Be aware of tenant 'nasties'</li> <li>Be aware of the 'less obvious items'</li> <li>Match business needs with lease terms</li> <li>Be better placed to represent the tenant</li> </ul>
11:50	<b>Roadmap to a tenant friendly lease</b> <ul style="list-style-type: none"> <li>Careful planning</li> <li>Deliberate actions</li> <li>Skillful negotiations</li> </ul>	<ul style="list-style-type: none"> <li>Appreciate the importance of planning</li> <li>Understand how to build leverage</li> <li>Be better placed to represent the tenant</li> </ul>
12:50	Lunch	
13:30	<b>8 mistakes to avoid</b> <ul style="list-style-type: none"> <li>8 common mistakes</li> <li>Deliberate actions</li> <li>Skillful negotiations</li> </ul>	<ul style="list-style-type: none"> <li>Be aware of the 8 common mistakes</li> <li>Understand how to avoid the 8 mistakes</li> <li>Be better placed to represent the tenant</li> </ul>
14:30	<b>Optimising a leased portfolio</b> <ul style="list-style-type: none"> <li>What problem is being solved</li> <li>Lease management fundamentals</li> <li>Portfolio optimisation principles</li> </ul>	<ul style="list-style-type: none"> <li>Appreciate lease management risks</li> <li>Identify LM improvement opportunities</li> <li>Recognise portfolio optimisation gaps</li> </ul>
15:30	Tea	
15:50	<b>Commercial tenants need to know</b> <ul style="list-style-type: none"> <li>What to ask</li> <li>Who to ask</li> <li>When to seek advice</li> </ul>	<ul style="list-style-type: none"> <li>Ask the right internal questions before leasing</li> <li>Ask the right external questions before leasing</li> <li>Ensure advice is independent and expert</li> </ul>
16:30	<b>Panel and wrap up</b>	Table queries and summarise
17:00	Depart – End of day	



## Our Presenters

Our team of seasoned tenant advisors have developed and present this course. See some of our key presenters below.



**Matt Collins, Lead Presenter**

Matt has worked within the Australian commercial property market for the past 18 years. Prior to joining Lpc Cresa Matt held a position as a Senior Director at JLL before establishing Tenant Advisory Group through which Matt advised both local companies and multinational firms.



**Kyle Swain, Participating Presenter**

Kyle is Lpc Cresa's Retail Director. He is recognised as a leader in tenant-side retail leasing, tenant representation and retail advisory and has been the Leasing and Tenancy Advisor to the National Retail Association since 2016.



**Julian Kurath, Participating Presenter**

Julian is a shareholder, Director and joint Managing Director of Lpc Cresa in Sydney. He is expert, experienced and a trusted advisor to many clients who rely on him to provide independent, objective advice based on market insight.



**Ken Lam, Participating Presenter**

Ken is a Director of Lpc Cresa. 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.

**Leases need to be  
overseen. Not overlooked.**

## How to Register

Register online at [lpc.com.au/courses](https://lpc.com.au/courses)

For further information, please contact Matt Collins on [mcollins@lpc.com.au](mailto:mcollins@lpc.com.au) or

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