

D-I-Y COMMERCIAL LEASE NEGOTIATION COURSE

All the materials that you need to run the course within your own organisation

The **Commercial Lease Negotiation Course** was devised as one of Falco Legal Training's flagship courses.

Following the successful roll-out of the course within a national law firm, **the course materials are now being offered for sale**, to enable you to run this course within your own organisation. It can be presented as a one-off course over two half-days, or used to create a weekly or fortnightly training programme for junior legal advisers.

The Commercial Lease Negotiation Course will assist legal advisers to:

- understand the relevant law governing commercial leases, including repairing obligations, assignment and underletting, rent reviews, service charges and more
- appreciate what landlord and tenants are seeking when negotiating a commercial lease
- handle letting transactions more efficiently, and so more profitably
- approach lease negotiations confidently, whether carried out face-to-face, by telephone or on paper, and so require less supervision
- become familiar with the content and style of the new Model Commercial Lease

Course materials

The course is in two parts, Module A and Module B. Each module contains:

- eight recorded training sessions (30 minutes each). The topics are listed overleaf
- eight outlines for training sessions containing suggested further topics for discussion to accompany the recorded training sessions
- materials to enable you to run either a half-day workshop or a series of lunchtime workshops covering negotiation of particular parts of a lease:
 - a draft lease, based on the Model Commercial Lease, marked up with a selection of tenants' amendments
 - a worksheet containing questions to be discussed at the workshops
 - detailed tutors' notes, to provide background information for the course organiser
- a post-course exercise, together with an answer sheet
- instructions and guidance on how to set up the course

Topics covered in the recorded training sessions

The recorded training sessions explain:

- the law that underpins the landlord and tenant relationship
- typical concerns of both landlord and tenant in the context of their business requirements

The topics are as follows:

Part A	Part B
Heads of terms	Service charges
Premises, rights and reservations	Alienation
Rent and rent review	User clauses
Security of tenure	Repairing obligations
Insurance	Alterations
Term and break clauses	Guarantees
Registration requirements	Unfamiliar lease structures
Forfeiture and boilerplate	Agreements for lease

Recordings in Part A are up to date as at August 2015 and recordings in Part B are up to date as at December 2015. (In practice the only significant development in this area since the recordings were made is the case of EMI Group Ltd v O&H Q1 Ltd [2016] EWHC 529 (Ch).)

About Falco Legal Training and Peter Williams

Peter Williams qualified as a solicitor in 1983 (really). Formerly a partner in the commercial property group at Norton Rose (now Norton Rose Fulbright), he has spent over 20 years as a Professional Support Lawyer, initially at Simmons & Simmons, then at Eversheds and currently at Shoosmiths. Between leaving Eversheds in 2013 and joining Shoosmiths in 2015, he delivered real estate training courses operating as Falco Legal Training.

Peter is a member of the working group that produced the Model Commercial Lease, and he runs the MCL website. He is also a committee member of the Commercial Real Estate Legal Association (CRELA) and he sits on the Editorial Boards of both Landlord & Tenant Review and Landlord and Tenant Reports.

Falco Legal Training's blog articles written by Peter between December 2013 and October 2015 are still available to read at www.falcolegaltraining.co.uk/blog-archive.

Further information

The cost of the D-I-Y Commercial Lease Negotiation Course is £1,299 plus VAT.

This price includes all the materials listed overleaf, available to be downloaded from Falco Legal Training's website, together with access for twelve months to the 16 recorded training sessions (available via Webex).

To register your interest, and for further information, please send an e-mail to Peter Williams at peter@falcolegaltraining.co.uk.

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