

# Course : Commercial leases - Level 2: implementing a management strategy

*Practical course - 2d - 14h00 - Ref. BAX*

*Price : 1360 € E.T.*

★★★★★ 5 / 5

This practical training course will enable you to implement a real strategy for managing the end and/or renewal of your commercial leases, and to conduct effective negotiations throughout the commercial lease life cycle.

## Teaching objectives

**At the end of the training, the participant will be able to:**

- ✓ Developing a commercial lease management strategy
- ✓ Identify and build effective management tools
- ✓ Master techniques for renegotiating current or future leases
- ✓ Optimize the profitability of your commercial lease portfolio throughout the life of the lease
- ✓ Effectively implementing the resolutive clause in a lease
- ✓ Understanding the eviction compensation mechanism

## Intended audience

Anyone in charge of managing a portfolio of commercial leases, property managers, legal directors, lawyers, asset managers, real estate agents.

## Prerequisites

Basic knowledge of commercial leases. (equivalent to ref.BAU training)

## Practical details

### Hands-on work

Case studies, role-playing exercises.

### Teaching methods

Active, participative teaching methods. Alternating theory and practice with application to the participants' own context.

## Course schedule

### PARTICIPANTS

Anyone in charge of managing a portfolio of commercial leases, property managers, legal directors, lawyers, asset managers, real estate agents.

### PREREQUISITES

Basic knowledge of commercial leases. (equivalent to ref.BAU training)

### TRAINER QUALIFICATIONS

The experts leading the training are specialists in the covered subjects. They have been approved by our instructional teams for both their professional knowledge and their teaching ability, for each course they teach. They have at least five to ten years of experience in their field and hold (or have held) decision-making positions in companies.

### ASSESSMENT TERMS

The trainer evaluates each participant's academic progress throughout the training using multiple choice, scenarios, hands-on work and more. Participants also complete a placement test before and after the course to measure the skills they've developed.

## 1 Implement a commercial lease management strategy

- Determine the economic model for leases based on your commercial property portfolio.
- Choose the type of agreement best suited to your needs: commercial or professional lease, occupancy agreement, commodat, etc.
- Maintain an effective technical watch.
- Understand triennial rent reviews and conventional rent indexation.
- Indices applicable according to the lessee's type of business agreement: ICC, ILC, ILAT.

### Hands-on work

Calculate the indexation of a commercial rent.

## 2 Build tools and indicators to monitor your leases

- Synthesize essential lease information into monitoring tools.
- Identify the constraints and performance of your leases.
- Optimizing strategic portfolio management: the action plan.
- Anticipate risks: business disposals, vacancy of business premises.
- Set realistic targets to increase portfolio profitability.

### Hands-on work

Build a lease tracking table.

## 3 Improving the drafting of strategic clauses

- The advantages and risks of using a standard lease.
- Measure the strategic interest of drafting clauses on the economics of the lease.
- The importance of work distribution.
- The importance of a list of charges and taxes

### Hands-on work

Identify the economic impact of certain clauses: destination, duration, rent, indexation, termination.

## 4 Renegotiating current or future leases

- Identify opportunities and limits to (re)negotiation.
- Monitor implementation of lease clauses.
- Negotiate a rider or a new lease.
- Distinguish between sale of a business and sale of leasehold rights.
- Formulate a proposal acceptable to both lessor and lessee.

### Hands-on work

Identify avenues for renegotiation when renewing a lease.

## 5 Effective implementation of the resolutive clause

- Ensure effective follow-up of rent and service charge payments.
- Organize efficient debt collection.
- Implementing the resolutive clause in a commercial lease: specific features.
- Anticipate tenants' insolvency proceedings and their consequences on lease termination.

### Hands-on work

Case study: Determining a schedule for implementing a resolutive clause.

## TEACHING AIDS AND TECHNICAL RESOURCES

- The main teaching aids and instructional methods used in the training are audiovisual aids, documentation and course material, hands-on application exercises and corrected exercises for practical training courses, case studies and coverage of real cases for training seminars.
- At the end of each course or seminar, ORSYS provides participants with a course evaluation questionnaire that is analysed by our instructional teams.
- A check-in sheet for each half-day of attendance is provided at the end of the training, along with a course completion certificate if the trainee attended the entire session.

## TERMS AND DEADLINES

Registration must be completed 24 hours before the start of the training.

## ACCESSIBILITY FOR PEOPLE WITH DISABILITIES

Do you need special accessibility accommodations? Contact Mrs. Fosse, Disability Manager, at [psh-accueil@orsys.fr](mailto:psh-accueil@orsys.fr) to review your request and its feasibility.

## 6 Anticipating the consequences of tenant eviction

- Congé avec offre d'indemnité d'éviction ou du refus de renouvellement.
- Anticipate the amount of eviction compensation.
- Le droit de repentir du bailleur et ses limites

### Hands-on work

Calculate the amount of a tenant's eviction indemnity.