22nd Annual
Advanced Commercial Leasing Institute
Designed for U.S. & Canadian commercial leasing professionals with a minimum of 10 years of experience

Wednesday-Friday, April 1-3, 2020
Georgetown University Law Center & Washington Court Hotel on Capitol Hill | Washington, DC

Up to 13.25 CLE credit hours (based on a 60-minute credit hour), including 1.5 hours of ethics and 1.5 hours of elimination of bias
Up to 15.9 CLE credit hours (based on a 50-minute credit hour), including 1.8 hours of ethics and 1.8 hours of elimination of bias
Up to 13.25 CPD credit hours, including 10.25 Substantive hours and 3.0 Professionalism hours
Wednesday, April 1

4:00 pm-6:45 pm
Institute Registration

4:30-5:30 pm
War Stories
Join us for an optional session in which you can tell a War Story about a commercial leasing challenge you faced and the solution you derived or you can listen to others’ War Stories.

5:45-6:45 pm
Welcome Reception

7:00-9:00 pm
Institute Dinner
Sponsored by First American Title Insurance Company and First American Exchange Company

Thursday, April 2

7:30-7:50 am
Registration and Continental Breakfast

7:50-8:00 am
Welcome and Overview

8:00-9:30 am
Tempus Fugit
Coordinating Development Construction Timing

Marlene G. Laverman, Session Leader
Marc B. Bergoffen
Martin H. Orlick
D. Joseph Luce, Expert
  • Review effective opening covenants in retail centers
  • Delve into coordinating time frames for office and retail
  • Explore impacts of missing construction milestones

9:30-9:45 am
Networking Break
Sponsored by Boughton Law Corporation, Daoust Vukovich LLP, McCarthy Tétrault LLP, Minden Gross LLP, and Morguard Investments Limited

9:45-11:15 am
Should We Lease?
Understanding the Coworking Ecosystem

David G. London, Session Leader
Desmond D. Connall, Jr.
Marta O. Lewycky
Kieran Aylward, Expert
  • Learn the benefits of coworking offices
  • Explore the uniqueness of the coworking lease
  • Understand the individual’s membership agreement

11:15 am-12:00 pm
Travel to Law Center & Lunch Buffet Served
Sponsored by Legal Sea Foods, Inc.

12:00-1:30 pm
Who Are You (Really)? – Part II
Addressing Unconscious Bias

Natalie Vukovich, Session Leader
Suzy A. Reingold
Mark A. Senn
Joseph K. West, Expert
  • Understand the effects of unconscious bias
  • Learn to recognize and respond
  • Develop strategies to prevent, eliminate, or undo unconscious bias

2:00-3:30 pm
50 Ways to Leave Your Landlord: Experienced Litigators Show the Way

Bruce M. Smiley, Session Leader
Andrew L. Herz
Ruth A. Schoenmeyer
Paul J. Kiernan, Expert
Jonathan Lisus, Expert
Janice Mac Avoy, Expert
  • Listen to litigators share their experiences navigating lease disputes
  • Explore how poorly drafted leases result in court battles
  • Learn to improve office and retail drafting to minimize problems

3:35-5:05 pm
Inside Scoop on Outsiders:
Privilege & Communications: Ethics & Risks

David S. Gordon, Session Leader
Ann Lisa Braun
Richard Heller
Thomas E. Spahn, Expert
  • Learn to protect confidentiality and privilege in communications with a consultant under ethics rule 1.6 (Confidentiality of Information)
  • Understand how ethics rule 4.2 (Communication with Person Represented by Counsel) and ethics rule 4.3 (Dealing with Unrepresented Person) impact communications

3:35-5:05 pm
Networking Break
Sponsored by U.S. Advisory Board Members

9:15-9:30 am
Networking Break
Sponsored by U.S. Advisory Board Members

9:30-11:00 am
Same as a Lease, Only Different:
Understanding the Unique Issues Involved in Subleasing

Richard D. Eckhard, Session Leader
Brad A. Molotsky
GinaMarie K. Spencer
  • Explore the main difference between an assignment and a sublease
  • Identify different interests - prime landlord, sublandlord, subtenant - and how to structure a responsive sublease
  • Understand recognition and other agreements in a sublease structure

11:00 am-12:30 pm
Lunch on Your Own

12:30-2:00 pm
Don’t Let the Sun Go Down on Me:
The Tension in Retail Use Clauses

Elizabeth A. Hamilton, Session Leader
Michael Broich
Celia C. Hitch
  • Analyze permitted and prohibited retail use clauses
  • Understand tenant’s desire for a broad, evolving permitted use clause
  • Explore landlord’s desire to provide customer “experiences” in the face of tenant’s prohibited use clauses

2:05-3:35 pm
Say What?
The Art and Science of Clear Drafting

Jeffery L. Hess, Session Leader
Peter J. Anderson
Karen O’Malley
Martin M. Fantozzi, Expert
Eun Hee Han, Expert
  • Explore the good, the bad, and the ugly of legal writing
  • Consider how courts handle misplaced commas, run-on sentences, and other errors
  • Improve the bad and the ugly

Friday, April 3

7:30-8:00 am
Continental Breakfast

8:00-9:15 am
Robots Are Coming!
Will Software and AI Steal Our Jobs or Improve Them?

Steven D. Cohen, Session Leader
Warren J. Karp
Gabriel Safar, Expert

Wireless Access Sponsored by Wilentz, Goldman & Spitzer, P.A.
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Expert Speakers
Kieran Aylward, Managing Director, Flexible Workplace Advisory Services, Cushman & Wakefield, New York, NY
Martin M. Fantozzi, Goulston & Storrs P.C., Boston, MA
Eun Hee Han, Visiting Associate Professor of Law, Legal Practice, Georgetown University Law Center
Paul J. Kiernan, Holland & Knight LLP, Washington, DC
Jonathan Lisus, Lux O’Sullivan Lisus Gottlieb LLP, Toronto, ON
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Lindsay Smith, Legal Knowledge Engineering Manager (Real Estate), Kira Systems, Chicago, IL
Thomas E. Spahn, McGuireWoods LLP, Tysons, VA
Joseph K. West, Duane Morris LLP, Washington, DC

Program Details

Location of the Welcome Reception, Institute Dinner, and Thursday Luncheon
Georgetown University Law Center, 550 First Street, NW, Washington, DC 20001

Location of the Conference
Washington Court Hotel on Capitol Hill, 525 New Jersey Avenue, NW, Washington, DC 20001

Hotel Reservations
A block of rooms has been held at Washington Court Hotel on Capitol Hill at a rate of $359/night. These rooms will be held as a block, unless exhausted, until Monday, March 2, 2020, at which time they will be released to the general public. You may reserve your room at the following link: https://tinyurl.com/acilhotel

Washington Court Hotel on Capitol Hill
525 New Jersey Avenue, NW, Washington, DC 20001
Reservations: 1-800-321-3010
Property: (202) 628-2100
https://tinyurl.com/acilhotel

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Speakers are subject to change.

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Email cle@law.georgetown.edu or call 202-662-9890 so we may best accommodate your needs.

Lawrence J. Center Scholarship Program
Georgetown Law CLE endeavors to provide equal education opportunities to all. We provide a limited number of scholarships on a case-by-case basis. Applications should be submitted online at https://tinyurl.com/acil2020scholarship or in writing no later than 5:00 pm ET on Wednesday, February 26, 2020.

Cancellations/Substitutions
Cancellation notices must be received in writing at least seven (7) business days prior to program start date for a refund. Cancellation notices must be received by 5:00 pm ET on Wednesday, March 25, 2020 for a refund (less $100 administrative fee). Qualified substitutions are accepted at any time prior to the program start date.

Course Materials
Course materials will be distributed prior to the program. Registrants will receive an email from the Georgetown Law CLE office at least one week before the program.

Satisfaction Guarantee
Georgetown Law CLE is confident that you will value the information sharing and networking at this conference. However, if you feel you have not received your money’s worth by the end of the program, please contact a member of our registration team before leaving the conference. All refund requests will be reviewed carefully and are subject to approval by the Executive Director for Executive and Continuing Legal Education.

CLE Credits
Accreditation has been or will be requested for the Advanced Commercial Leasing Institute from several states and Canadian provinces with mandatory continuing legal education requirements for up to 13.25 CLE or CPD credits (based on a 60-minute hour), including 1.5 ethics and professional credits and 1.5 elimination of bias credits, or 3.0 CPD Professionalism hours, and up to 15.9 CLE credits (based on a 50-minute hour), including 1.8 ethics credits and 1.8 elimination of bias credits. Georgetown Law is an accredited CLE provider in several MCLE states. Georgetown Law CLE is a State Bar of California-approved MCLE provider. Please note that this program is eligible for only Non-transitional CLE credit in New York. Actual CLE credits issued will be based upon specific jurisdiction rules and program attendance.