20TH ANNUAL

Advanced Commercial Leasing Institute

Designed for U.S. & Canadian commercial leasing professionals with a minimum of 10 years of experience

Wednesday–Friday, April 11–13, 2018
Georgetown University Law Center & Renaissance Washington, DC Downtown Hotel, Washington, DC

Up to 12.0 CLE credit hours (based on a 60-minute credit hour), including 1.0 hour of ethics
Up to 14.4 CLE credit hours (based on a 50-minute credit hour), including 1.2 hours of ethics

BY INVITATION ONLY
Wednesday, April 11
6:00–7:00 pm  
Welcome Reception  
Sponsored by Legal Sea Foods
7:00–9:30 pm  
Institute Dinner  
Sponsored by Brevistone, First American Title Insurance Company and First American Exchange Company

Thursday, April 12
7:30–8:00 am  
Continental Breakfast
8:00–9:30 am  
They’re in Default…Now What? Landlord’s Remedies in an Office Lease  
Andrew L. Herz, Session Leader  
Desmond D. Connall, Jr.  
Martin H. Orlick  
Laurent Roy  
» Learn how overreaching remedies backfire  
» Discuss which landlord remedies work best  
» Explore ancillary provisions that enhance remedies
9:30–9:45 am  
Networking Break
9:45–11:15 am  
Useful or Useless: Who Rules the Uses? Interaction Between Permitted and Prohibited Uses and Exclusives  
Stephen J. Messinger, Session Leader  
Richard Heller  
Karen O’Malley  
» Understand boundaries of permitted and prohibited uses  
» Explain fundamentals of exclusive rights  
» Explore remedies available for breach
11:15–11:30 am  
Networking Break
11:30 am–1:00 pm  
Heigh-Ho, Heigh-Ho, It’s Off to Work We Go! Buildings as the New Prescription for Health  
Richard D. Eckhard, Session Leader  
David G. London  
Dr. Whitney Austin Gray, Expert  
Lisa Marier, Expert  
» Learn about scientific basis of the WELL Building Standard  
» Explore benefits to employee health from adherence to WELL  
» Examine business case for investing in healthy buildings
1:00–2:15 pm  
Lunch on Your Own
2:15–3:45 pm  
Don’t Let Smoke Get in Your Eyes! Issues and Risks in the Cannabis Space  
Andrea Geraghty, Session Leader  
Bram Costin  
Jeffery L. Hess  
Brad A. Molotsky  
» Understand interaction of Federal and state laws, and Canadian laws too  
» Discuss unique operational and tenant improvement issues  
» Consider lease changes necessary
3:45–4:00 pm  
Networking Break  
Sponsored by BCF Business Law, Daoust Vukovich LLP, McCarthy Tetrault LLP, Minden Gross LLP
4:00–5:30 pm  
Honey, I Shrank the Office! Is There an Office in the Office of the Future?  
Suzy A. Reingold, Session Leader  
Steven D. Cohen  
Charles E. Schroer  
Carlos Martinez, Expert  
Dirk Schlotter, Expert  
» Understand tomorrow’s office design and operations  
» Delve into corporate impetus for change  
» Craft lease clauses addressing liabilities and costs created by technology and sustainability

Friday, April 13
8:00–8:30 am  
Continental Breakfast
8:30–9:30 am  
Psst! Can You Keep a Secret? Ethics of Sharing Prior Knowledge  
Celia C. Hitch, Session Leader  
Warren J. Karp  
Barry E. Cohen, Expert  
» Explore how the ABA Model Rules of Professional Conduct 1.6 (Confidentiality), 1.7 (Concurrent Conflict of Interest), and 1.9 (Duties to Former Clients) (and their Canadian equivalents) limit the ability to use prior knowledge in new deals  
» Discuss the impact of confidentiality provisions in leases
9:50–11:50 am  
Be Careful What You Ask For! Which Lease Terms Can You Live Without?  
Mark A. Senn, Session Leader  
Bruce M. Smiley  
Natalie Vukovich  
» Explore the “give and take” of lease negotiation  
» Experiment with setting your priorities  
» Strategize to efficiently succeed in lease negotiations
11:50 am–12:15 pm  
Lunch Service
12:15–1:15 pm  
Richard C. Mallory, Session Leader  
Andrew L. Herz  
Lisa F. Smith, Expert, Lawyer & Recovering Alcohol & Drug Addict  
» Examine business case for investing in healthy buildings
1:15–1:30 pm  
Networking Break
1:30–3:00 pm  
Looking for the Exit While at the Entrance: Exit Strategies in Retail Leasing  
Mindy Wolin Sherman, Session Leader  
Caryn Englander  
Marlene G. Laveman  
Richard C. Mallory  
Michael J. Broich, Expert  
» Examine how landlords and tenants approach exit strategies  
» Discuss win/win mechanisms  
» Explore where to look for planned vs. unplanned exiting
3:00 pm  
Adjournment

Thank You
Georgetown Law CLE would like to thank Richard Heller and Mindy Wolin Sherman for serving as Materials Coordinators, as well as Elizabeth Hamilton and Warren Karp for serving as Hypothetical Editors. We would also like to thank Caryn Englander and Celia Hitch for serving as Topic Editors. All of their contributions of time and energy have ensured outstanding topics and hypotheticals for the 2018 Advanced Commercial Leasing Institute.

Wireless Access
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Dirk Schlotter, Director, Global Real Estate, Verizon Communications, Frankfurt, Germany
Lisa F. Smith, Deputy Executive Director and Director of Client Relations, Patterson Belknap Webb & Tyler LLP, New York, NY

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

Location of the Conference
Renaissance Washington, DC Downtown Hotel, 999 Ninth Street NW, Washington, DC 20001
The hotel is centrally located in downtown DC and provides three times more space for the event!

Hotel Reservations
A block of rooms has been held at the Renaissance Washington, DC Downtown Hotel at a rate of $335/night. These rooms will be held as a block, unless exhausted, until Wednesday, March 14, 2018, at which time they will be released to the general public. You may reserve your room at the following link: http://bit.ly/ACLIHotel2018

Renaissance Washington, DC Downtown Hotel
999 Ninth Street, NW, Washington, DC 20001

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Cancellations/Substitutions
Cancellation notices must be received in writing at least seven (7) business days prior to the program start date for a refund. Cancellation must be received by 5:00 pm ET on Wednesday, April 4, 2018 for a refund (less $100 administrative fee). Substitutions are accepted at any time prior to the program.

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

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CLE Credits
Accreditation has been or will be requested for the Advanced Commercial Leasing Institute from most states and Canadian provinces with mandatory continuing legal education requirements for 12.0 CLE credits (based on a 60-minute hour), including 1.0 ethics credit and 14.4 CLE credits (based on a 50-minute hour), including 1.2 ethics credits. Georgetown Law is an accredited CLE provider in most MCLE states. Georgetown Law CLE is a State Bar of California-approved MCLE provider. Please note that this program is eligible for only Nontransitional CLE credit in New York.

Questions? Contact Us
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Registration Form

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Advanced Commercial Leasing Institute, April 11-13, 2018
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☐ $1,395 Corporate Registration

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☐ Yes ☐ No

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