

GREATER HARRISBURG



REALTORS®  
INSTITUTE

# COMMERCIAL LEASING: UNDERSTANDING THE BASIC PRINCIPLES AS WELL AS THE HOT BUTTON ISSUES IN NEGOTIATIONS

Instructor: Peter Wilson, Esq.

**Approved for 3.5 hours PA Real Estate Continuing Education  
Credit for the 2008-2010 cycle.**

**Date:**

Monday, April 19, 2010

**Place:**

GHAR Office  
424 N. Enola Drive, Suite 1  
Enola, PA 17025

**Time:**

8:30 a.m.– 12:00 p.m.  
*Registration opens  
30 minutes before class start  
time.*

**Cost:** \$45.00

**Register:**

Phone: (717) 364-3205  
Fax: (717) 364-3206

**MEMBERS ONLY:** Register  
online at [www.ghar.info](http://www.ghar.info)

**This course will cover the basics of commercial lease negotiations. The course is designed to assist students in understanding the basics of the typical commercial lease, from the basic terms to the more complex terms and conditions. The course will cover some of the more hotly negotiated areas, so that students will be better equipped to negotiate these key areas on behalf of their clients.**

**Upon completion of the course Real Estate Professionals will be able to:**

- Understand the basic terms of a commercial lease
- Understand the more complex terms of a commercial lease
- Understand the terms that are typically negotiated between parties
- Be able to negotiate a commercial lease on behalf of their commercial clients
- Understand both the landlord and tenant perspectives.

**REGISTRATION CLOSSES AT CLASS START TIME AND  
YOU MUST BE SEATED AT THAT TIME IN ORDER  
TO RECEIVE CREDIT FOR THE COURSE.**

NOTE: At the time a GHAR member registers for a class, he assumes payment responsibility for that class. GHAR members may pay tuition (class fees) at the door. **Non-members must pay at time of registration.** Tuition must be paid in full prior to the start of a class. Tuition payments are refundable if 48 hour cancellation notice is given. If a student leaves after a class begins, no portion of tuition is refunded. Students must have registered, paid for class, and be seated at the advertised class start time in order to be admitted to the class. Late arrivals will not be seated, and will not be entitled to a refund. If the School finds it necessary to cancel the entire course, the full dollar amount of any payment will be promptly refunded. If the School cancels a portion of the course, the unused portion of the tuition may be credited towards a future course or refunded. No portion of the tuition will be refunded after class day begins.

In order to better accommodate your needs, please be sure to notify us in advance, if you have any disability which will require special auxiliary aids and/or services at this event. Payments to the Greater Harrisburg Association of REALTORS® are not deductible as charitable contributions for Federal Income Tax purposes; however, such payments may be deductible as ordinary and necessary business expenses.

*Earn your CE credits today. The current cycle ends May 31, 2010!*