



THE AIR COMMERCIAL CONTRACT FORMS REVIEW

Date: Friday, March 1, 2013

Time: 8:30 a.m. to 5:00 p.m. (8:00 Registration)

Fee: \$20.00 (Includes Breakfast, Lunch, Materials and Sample Kit of all Forms)

Location: C.D.A.R. 44475 Monterey Avenue, Palm Desert, CA 92260

A Complete Review of AIR's Commercial Real Estate Contract Forms by Leading Real Estate Professionals and an Attorney

Richard L. Riemer, Esq.

AIR Forms Counsel

Murrieta, CA

John Pagliassotti

PRER LLC

Newport Beach, CA



AIR's Growing Library of Forms Include...

- Single Tenant Net
- Single Tenant Gross
- Multi-Tenant Lease Net
- Multi-Tenant Lease Gross
- Standard Multi-Tenant Office Lease-Gross
- Standard Multi-Tenant Office Lease-Net
- Standard Retail Multi-Tenant Lease-Net
- Percentage Rent
- Merchant's Association
- Rent Adjustment
- Option to Extend
- Notice of Election to Extend Term of Lease
- Option to Purchase
- Notice of Election to Purchase
- Right of First Refusal to Purchase
- Right of First Offer to Purchase
- Arbitration Agreement
- Lessor's Option to Cancel
- Service Agreement – HVAC
- Guaranty To Lease
- Structural Alterations – Earthquake Hazard Ordinance
- Tenant Application – Credit & Background Information
- Amendment to Lease
- Commencement Date Memorandum
- Standard Sublease
- AND MANY MORE!!

8:00 a.m. – 8:30 a.m. BREAKFAST

- Introductions
- Overview of Offer, Agreement and Escrow Instructions

10:00 a.m. – 10:15 a.m. BREAK

- Continue overview of Offer, Agreement and Escrow Instructions for the Purchase of Real Estate (including Vacant Land and Residential Income Properties)
- Overview of Counter Offer forms, Property Information Sheet, Seller's Mandatory Disclosures and Assignment and Assumption of Lessor's Interest in Lease form.
- Detailed discussion of Lease forms using the Commercial/Industrial Single Tenant Lease – Net as a guide.

12:00 p.m. – 1:00 p.m. LUNCH

- Continuation of discussion of Industrial/Commercial Single Tenant Lease - Net
- Compare and contrast Single Tenant Net Lease to:
 - o Single Tenant Lease – Gross
 - o Land Lease – Gross
 - o Commercial/Industrial Multi-Tenant Leases
 - o Multi-Tenant Office Leases
 - o Shopping Center Lease - Net

2:45 p.m. – 3:00 p.m. BREAK

- Overview of Lease Addenda and related forms
- Overview of Assignment of and Assumption of Lease and Sublease forms
- Overview of non-binding Proposal to Lease and binding Offer and Agreement to Lease form and comparison letters of intent
- Overview of Agency forms, Sublessor Forms and Much More

5:00 p.m. END SESSION

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