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Truth Behind Triple Net  
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A critical component of  
any lease negotiation is  
the lease rate and

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monthly rent that will be paid throughout the term. Rent amounts may include the operating expenses – such as property taxes,...

*The ABCs for  
negotiating a  
commercial real estate  
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Updated by Zankel,  
Martin I. (ISBN:  
9780940352148) from  
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Do a little homework  
before negotiating a  
lease. List your

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company's current and expected future space needs, and determine your budget and preferred location. "Ask yourself what you want to get out of moving," Prikker says. "You can then negotiate a lease that covers everything off."

*12 tips for negotiating a  
commercial lease |*

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Once a property has been identified, the agent will assist in helping you negotiate a commercial lease. The negotiation of a set of “heads of terms” (a document prepared at the outset of a transaction outlining the terms agreed between the parties) is imperative and is the opportunity

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for you to negotiate the  
best deal available.

## Leases

*How to negotiate a  
commercial lease - tips  
for negotiating ...*

Negotiating a  
commercial property  
lease is an art.

Landlords deal with  
commercial leases  
regularly and either  
have an in-depth  
knowledge of the



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process, or work with agents to ensure that they get the most favourable terms.

## *How to Negotiate A Commercial Property Lease*

Negotiating a favorable lease places your business in a position to succeed. Remember that a real estate lease agreement is prepared

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by the landlord to favor the landlord. Your responsibility as a potential tenant is to read it completely, understand what it says, and then ask for modifications that will favor you. 1.

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Commercial lease is a complicated task for many small business owners and managers.

This section will guide you through key issues such as how to choose space, negotiate favorable lease terms, understand the difference between a gross lease and a net lease, choose a commercial real estate

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broker, and much more.  
Real Estate  
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Real estate leases are a vital piece of any business' costs, and there are many risks. Leases are generally quoted in a price per square foot. Often lease agreements can be recycled by landlords...

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*Negotiating A  
Commercial Lease?*

*Here's What You Need  
To Know*

This is a revised and updated edition of the original book, *Negotiating Commercial Real Estate Leases*, which was first published in 1990.

About the Author

Author Martin I. Zankel

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has more than 30 years of experience representing landlords and tenants, first as a commercial real estate broker and then as a real estate lawyer.

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Speak with the  
accountant and financial  
partners on your

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Commercial real estate advisory team early on to determine your budget and get pre-approved for financing. Tip: Be sure to ask for the right level of financing and explore all your real estate financing options. Remember that the budget has to cover more than just the building purchase price.

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*How to negotiate when  
buying commercial real  
estate / BDC.ca*

Knowledge is power,  
they say, and it's as true  
in commercial lease  
negotiation as anywhere  
else. Landlords deal  
with leases all day long  
— they have the  
knowledge. Many  
tenants are unskilled in  
what and how to



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negotiate leases and may be uninformed about the details of their lease, even if it's a renewal. This [...]

*Negotiating Commercial Leases & Renewals For Dummies Cheat ...*

Most commercial leases will include terms about the permitted use for the space. It is beneficial to negotiate broad usage

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terms just in case the business expands or another tenant sublets the space. Subleases and Assignments.

Negotiating the right to sublet or assign a lease to another tenant is a good business strategy. If the business fails or it is necessary to move to another location, the ability to assign the lease or sublet the space

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to another tenant will  
prevent being locked  
into ...

*Negotiating a Lease for  
Commercial Real Estate  
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While some leases may truly be non-negotiable, for the most part, it works just like buying a home: a landlord or listing agent asks for one rent price (or set of

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terms) but allows some room for negotiation. In other words, in commercial real estate, it is almost always expected that the renter (or, lessee) will submit a counteroffer, so the landlord inflates the prices and/or terms.

*How to Negotiate  
Commercial Leases  
That Favor Tenants*  
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## Commercial Negotiating

Negotiating a commercial real estate lease can be difficult, but knowing how to approach it helps prevent any negative repercussions for your company in the future. Prior to negotiating, it is important to first evaluate your needs, costs, and lease options.

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Negotiating a commercial real estate lease is a complex process that involves innumerable compromises. But a successful initial negotiation lays the groundwork for favorable renewals and

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When negotiating a commercial lease, you want to make sure that your payment obligations are clear, and that the property owner has limited (if any) rights to adjust

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Rental structures can vary widely in commercial leases, so negotiating rental rates



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must account for what “additional rent” tenant will be liable for during the term. Triple Net (or “NNN”) lease structures provide that the landlord will pass through all costs for taxes, insurance and common area maintenance to the tenant.

*6 Essential “TENANT”  
Tips for Negotiating a  
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## *Commercial Lease*

Strive to negotiate the right to assign or sublet the lease without the landlord's approval with respect to certain types of transfers, for example, transfers to affiliate entities or transfers made for estate planning purposes.

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