1 The Big Picture: Essential Elements of Commercial Lease Agreements
- Examine a simple commercial lease for a small business owner
- Identify notable differences between residential and commercial leases.
- Identify attorney's role in drafting or reviewing a lease in general.

Devin McComb - Stoel Rives LLP, Seattle

2 The Art of Drafting: Definitions and Common Points of Negotiation
- Deciding what to include and exclude from the lease
- Explore other complexities of writing a lease, such as tenant improvements or repairs and maintenance


3 Commercial Lease Workouts & Landlord's Remedies
Andrew A. Guy - Stoel Rives LLP, Seattle

4 Breaking Up Is Hard to Do: Unhappy Endings to Commercial Leases
- Breach of contract
- Changes to the terms of the lease
- When the landlord seeks an eviction

Elizabeth Powell - Elizabeth Powell PS Inc., Tacoma

5 Building Your Commercial Landlord-Tenant Practice: A Checklist of Considerations Before Taking on a Client
- Perform client intake and volume
- Setting up fees and fee agreements
- Identify when to refer out larger, more complex issues
- Getting retained to do more work
- Support the enthusiasm of entrepreneurs and your advice

Evan Loeffler - Law Office of Evan L. Loeffler PLLC, Seattle