



CHINESE AMERICAN REAL ESTATE PROFESSIONALS ASSOCIATION
華裔房地產專業協會

APRIL Monthly General Meeting Wednesday, APRIL 8, 2015

6:30pm ~ 9:30pm

NBC Seafood Restaurant

404-A South Atlantic Blvd.

Monterey Park, CA 91754

TOPIC

Negotiation Skills and Strategies for Realtors Representing Tenants in Ground Leases

In the last few years there has been an influx of developers and entrepreneurs from China investing billions in the US and creating many business opportunities for Realtors in California. Many such opportunities involve not only negotiations with franchisors to enter into franchise agreements but also more importantly with commercial lessors to enter into ground leases.

Ground leases are generally prepared by lessors' attorneys and contain provisions that favor lessors. Hence, no ground leases are the same and there are no standard forms. To effectively represent lessees in ground lease negotiation, Realtors should have good working knowledge of real estate law unique to ground leases in particular and more commonly applied in commercial real estate in general.

In this presentation, Mr. Tan will discuss some of the legal pitfalls that exist in ground leases not found in other leases, how to effectively navigate around them, and how to work with the franchisors, lessors, lenders, and design and construction professionals to secure ground leases for your clients.

FEATURING

KENNY TAN, ESQ.

Attorney, Law Offices of Kenny Tan

Broker, Centermac Realty, Inc.



Kenny Tan has been a real estate attorney since 1994. His team of 3 real estate attorneys performs litigation and transactional work for a broad spectrum of real estate projects. He is also licensed as a real estate broker since 2005, founder of Centermac Realty, Inc., a commercial brokerage firm, and currently a Realtor associated with the West San Gabriel Valley, Tri-counties, and San Mateo County Associations of Realtors, having offices and active in both Northern and Southern California.

MEMBERS: FREE

GUESTS: \$20

FOR RESERVATIONS AND INFORMATION, CONTACT

Lucia Tam @ 626-221-2888 or luciatam@yahoo.com

You are welcome to become a CAREPA member for \$175 per year.
Membership includes 11 dinner meetings and one installation banquet during your membership year.

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