

Commercial and Industrial



Retail Leasing

This programme is specifically designed for those wishing to expand their knowledge of retail leasing. This course is designed to give those contemplating entering the retail sector a good foundation of knowledge of how retail leasing transactions are performed.

COURSE CONTENT

The programme is designed to provide a good understanding of commercial property leasing requirements and includes a focus on the following topics:

- Matching today's shopping centre investor motivations
- Today's retail leasing professional - key roles and duties
- Retail leasing legislation and documentation essentials
- Creating a strategic retail leasing and tenant mix
- Today's retail investment characteristics
- Types and trends of retail property
- Creating strategic rental advantages in shopping centres
- Optimising shopping centre tenant results
- Shopping centre tenant retention rates
- Negotiating with retail franchise tenants
- The shopping centre lease - building long term value
- Value add initiatives for retail leasing
- Consolidating the financial future of shopping centres
- The real value of risk and occupancy control in shopping centres
- Retail renovation timing versus rental risk - your strategic choice

COURSE DURATION

This is a half day programme run from 9.00am to 1.00pm.

COURSE INCLUSIONS

All participants receive a comprehensive manual. There is no assessment to this course as it does not form part of any accredited training package or curriculum.

COURSE FEE

\$120 (Inclusive of GST) REIQ Member Rate
\$150 (Inclusive of GST) Non REIQ Member Rate

Please contact REIQ on 3249 7347 or email events@reiq.com.au to obtain a registration form or course schedule. For other course information, visit our website on www.reiq.com.au under the Careers and Training section.

COURSE INFORMATION