

## **After the Gold Rush: Rethinking Leasing Issues**

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### **I. Introduction**

The “tech wreck,” the “dot.bomb,” the “dot.gones,” and the “dot.com crash.”  
What it did to the real estate market and why.

### **II. Spreading the Landlord’s Risk**

Allocation of risk by landlords.

### **III. Taking A Piece of the Action**

Why its dangerous to take an equity position in your tenant.

### **IV. Should the Broker Feel the Pain?**

Making the broker share the landlord’s risk of a weak tenant.

### **V. Concession Recoupment**

Lease provision which allows landlord the right to recoup tenant concessions upon a tenant default.

### **VI. Letters of Credit and Guarantees**

Some tips on letters of credit and guaranties.

### **VII. Renegotiation of Leases Following Disclosure**

What happens when the lender inadvertently forecloses out a junior leasehold.

### **VIII. Continuing Impact of Technology**

Even though the tech bubble has burst, technology continues to impact real estate in positive and significant ways.