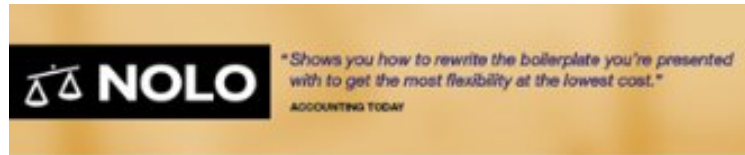


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## Negotiate the Best Lease for Your Business

Janet Portman, Fred S. Steingold

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2ND EDITION

by Attorneys Janet Portman  
& Fred S. Steingold

# Negotiate the Best Lease for Your Business

- Evaluate commercial space
- Determine the real cost of renting
- Deal with landlords, brokers & lawyers



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**Janet Portman, Fred S. Steingold : Negotiate the Best Lease for Your Business** before purchasing it in order to gauge whether or not it would be worth my time, and all praised Negotiate the Best Lease for Your Business:

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office space. The book is well organized and easy to understand. It covers many aspects involved from looking for office space to understanding terms in a lease and legal considerations. This book is a guide for the future lessee as to what to expect and recommendations of when to seek professional services in areas of law, real estate, and others. Every business situation is unique, so it is not an answer to everything which applies to you. Overall, I found the book very helpful. 0 of 0 people found the following review helpful. Must buy if you are negotiating a lease! By HotPuppyWonderful book. I even taught my Realtor a few things after reading it. Really helped educate me on what I should be asking my attorney and agent.

When it comes to business, there is no standard lease! Ready to haggle for the best deal possible? Turn to *Negotiate the Best Lease for Your Business*,-- you'll find the information, advice and strategies you need when negotiating with an experienced landlord. This practical handbook explains how to analyze space needs, find the ideal location and then get the best possible terms. Learn how to: determine the real cost of renting, keep future rent at manageable levels, get the most out of your broker and attorney, suggest alternatives to hefty security deposits, allocate responsibility and cost of fixing up your space, negotiate flexibility to expand, renew or leave early, ensure costs are shared fairly among tenants, avoid dealing with costly code compliance and clean-ups, save your lease if you can't live up to it now and then. The 2nd edition provides new strategies and advice throughout, plus new checklists that will help you at every step of your negotiation. Comprehensive and written in plain English, *Negotiate the Best Lease for Your Business*, is essential for entrepreneurs on the hunt for a fair and workable lease.

"Educate yourself about negotiating a lease through a book like [*Negotiate the Best Lease for Your Business*]." *San Francisco Chronicle* "Shows you how to rewrite the boilerplate you're presented with to get the most flexibility at the lowest cost." *Accounting Today* "Relatively few books exist on negotiating commercial leases, and most only skim the process.... all advice and strategies needed to evaluate a commercial space and obtain a good lease is standard in *Negotiate the Best Lease for Your Business*." *Bookwatch* "A fine book on leasing... Portman and Steingold have crafted a dandy book for the aspiring entrepreneur as well as a valuable reference book for the seasoned businessperson." *Sacramento Business Journal* About the Author Janet Portman an attorney and Nolo's executive editor specializes in residential and commercial landlord/tenant law. She is the author or coauthor of *Every Landlord's Legal Guide*, *Every Tenant's Legal Guide*, *Renters' Rights*, *Leases Rental Agreements*, *The California Landlord's Law Book: Rights and Responsibilities*, and others. Portman received undergraduate and graduate degrees from Stanford University and a law degree from Santa Clara University. As a practicing attorney, she specialized in Criminal defense before joining Nolo. Attorney Fred S. Steingold practices law in Ann Arbor, Michigan. His main practice areas are real estate law and business law. He is the author of several Nolo books, including *Legal Guide for Starting Running a Small Business* and *The Employer's Legal Handbook*, and serves on the advisory panel for Nolo's *Essential Guide for Buying Your First Home*.