GROWING YOUR COMMERCIAL REAL ESTATE LAW PRACTICE

DC BAR LUNCH AND LEARN
November 10, 2016
16 years of experience in commercial real estate law and corporate law. Serves retail businesses in expansion mode, businesses leasing or buying office space, and investors buying and selling commercial real estate.


Graduated magna cum laude from St. John’s University School of Law. Admitted to the bar in DC, NY, CA, CT, and PA.
We’ll discuss

- What is a commercial real estate law practice: the transactional side
- How to market your commercial real estate law practice throughout the real estate cycle
- What to expect throughout the life cycle of a commercial real estate deal
What is a commercial real estate law practice: the transactional side

- Purchases and sales of property
- Leases
- Ground leases
- Financings
- Joint ventures and partnerships
- Workouts of existing deals
- Terminations and amendments
- Litigation
How to market your commercial real estate law practice throughout the real estate cycle

Deal formation cycle
Termination or disposal cycle
Marketing campaigns
Fee structure
What to expect throughout the life cycle of a commercial real estate deal

HOW TO ADD VALUE AT EVERY STAGE

Term sheet  Diligence  Document negotiation  Closing  Post closing
J.J. Sherman

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