GROWING YOUR COMMERCIAL REAL ESTATE LAW PRACTICE

D.C. BAR PRACTICE MANAGEMENT ADVISORY SERVICE LUNCH AND LEARN

November 16, 2017
J.J. Sherman

FOUNDER AND PRINCIPAL
LAW OFFICES OF J.J. SHERMAN, P.C.
COMMERCIAL REAL ESTATE AND CORPORATE LAW

17 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.
Previously practiced at Sullivan & Cromwell LLP in New York
and Latham & Watkins LLP in Los Angeles.
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

© 2017 LAW OFFICES OF J.J. SHERMAN, P.C. ALL RIGHTS RESERVED.
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

213-984-1806 • JJ@JJSHERMANLAW.COM • WWW.JJSHERMANLAW.COM
© 2017 LAW OFFICES OF J.J. SHERMAN, P.C. ALL RIGHTS RESERVED.
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