

News Release

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Prepare for the Challenges of Negotiating Commercial Lease Agreements

Hofstra University, Hempstead, NY – Real estate professionals will learn how to maneuver the complex process of commercial lease agreement negotiations and earn seven continuing legal education credits during a Hofstra University Continuing Education course beginning on **April 14, 2009 at 6:30 p.m.** in Breslin Hall, Room 0028, South Campus.

Alan Eidler, a founding member of the Institute of Real Estate at Hofstra University, will examine every aspect of the negotiation process. Topics will include allocation of risk/liability, default provisions, tenant right to audit, compliance with laws, mitigation of damages, security deposits and silent lease issues.

Mr. Eidler is the president and chief executive officer of Spiegel Associates, one of the largest privately-held owners and managers of properties in the New York area. Spiegel Associates specializes in the acquisition, leasing, management and development of retail, office, industrial and residential properties.

Mr. Eidler serves as a member of the New York State Bar Association Commercial Leasing Committee, the Advisory Board of Chicago Title Company and First American Title Company. He is also a contributing source of model lease clauses to the monthly newsletter "Commercial Lease Law Insider."

The course fee is \$170 per person. For more information or to register call 516.463.7200, or visit ce.hofstra.edu.

Hofstra University Continuing Education offers a broad range of courses, certificates, lectures and events to the Long Island and surrounding communities. For more information about all of the Continuing Education programs, courses, and free events, or to request or download a copy of spring 2009 course guide visit hofstra.edu/ce or call (516) 463-7200.

Hofstra University is a dynamic private institution where students can choose from more than 145 undergraduate and 160 graduate programs in liberal arts and sciences, business, communication, education and allied human services, and honors studies, as well as a School of Law.

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