



THE PRESIDENTS FORUM AGENDA

Date: **Wednesday, December 9th, 2020**
Time: 12:00 to 2:00 pm
Location: Zoom

COMMERCIAL REAL ESTATE IN THE COVID ERA

Not in probably 20 years has commercial real estate been more on the mind of almost every single business owner and CEO. In the last eight months, corporate leaders have been making a myriad of mistakes that have cost their companies significant dollars and negotiating leverage. In our Presidents Forum meeting, our speaker will discuss the dos's and don'ts of approaching your landlord, how to restructure your lease, when the right time to purchase or sell may be, and what other users of commercial space are doing and planning for 2021.

Our speaker has completed over \$1 billion in commercial real transactions and has been named by Crain's as Chicago's Top Commercial Real Estate Broker. He will share insights into the current and future CRE market and how to best position your company to buy low, sell high, and ensure you are getting the most out of your space while spending the least.

Specific topics we will cover are:

- State of the current market- stats and figures about vacancy rates, subleases & rental rates
- Historical comparison of the current market to past and future markets
- What are the different sectors doing?
- Buying vs. selling or buying vs. leasing
- What are business owners saying? – Keep space vs. going remote, city vs. suburbs
- How to come back to the workplace safely? - things you can do
- Ways you can take advantage of current market conditions- obtaining free rent; restructuring a lease; terminating a lease

Bring all of your commercial real estate questions to this meeting and share your thoughts on what you see in your immediate commercial real estate market.