



# Negotiating Commercial Leases & Renewals For Dummies

*Dale Willerton, Jeff Grandfield*

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**Negotiating Commercial Leases & Renewals For Dummies** Dale Willerton, Jeff Grandfield  
**Negotiate commercial leases and renewals like a pro**

Renting space for businesses and navigating a commercial lease can be a daunting task for those without expertise, as errors or oversights can cost thousands of dollars. Thankfully, *Negotiating Commercial Leases & Renewals For Dummies* takes the mystery out of the commercial leasing process and offers expert tips and advice to help small business owners successfully negotiate their leases without losing their cool, or their cash.

From one of the industry's most respected and experienced consultants, *Negotiating Commercial Leases & Renewals For Dummies* provides tenants with tips and advice on finding the best location and amenities for a business; understanding space needs and maximizing lease space; ensuring fair operating costs and keeping rent fees at a manageable level; minimizing the deposit requirement; mastering and executing negotiation strategies and tactics; and much more.

- Discover the rights and responsibilities associated with commercial leases
- Find out how much negotiability and flexibility you can expect in commercial leases and renewals
- Get to know which laws protect you and your business

*Negotiating Commercial Leases For Dummies* is essential reading for the more than 10 million business owners, entrepreneurs, retailers, restaurants, doctors, and franchise tenants who lease commercial, office, and retail space across North America.

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