



CYBERALA

FREE Monthly Webinar Services Presents:

***Negotiating a Renewal or Relocation that Favors the Firm***

**Tuesday, December 15, 2020 at 2 p.m. (Eastern)**



This webinar covers:

- Providing the firm with plenty of lead time to negotiate a renewal or relocation.
- Building a team of advisors that work for the firm, at no expense to the firm.
  - Brokers
  - Space planners
- The Process:
  - Gathering information
  - Establishing parameters
  - Touring buildings
  - Understanding the economics of each proposal
  - Selecting the option to renew or move



**Richard T. Cassetti, Senior Vice President and Market Leader for Pittsburgh, Colliers International**, has been in commercial real estate for over 40 years. He has specialized in tenant representation for 37 years and has represented law firms in approximately 1 million square feet of transactions.



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*Handout will be available a day or two before the event from our home page.*

**CLM<sub>SM</sub> App Credit for Functional Specialists:**

1 hour in the subject area of Operations Management (OM) towards the additional hours required of some Functional Specialists to fulfill the CLM application.

**CLM<sub>SM</sub> Recertification**

**Credit:** 1 hour in the subject area of Operations Management (OM).