

Speaking Engagements

Bert Greenwell to Present on Lease Negotiations in M&A Transactions

February 23, 2026

8:00 PM – 9:00 PM ET

Virtual Webinar

Akerman Of Counsel Robert S. ('Bert') Greenwell will present on the CLE webinar “Affiliate Lease Negotiations in an M&A Transaction,” presented by TRTCLE. Bert will discuss the growing trend of M&A deals involving seller-affiliate or principal-owned real estate. The program will provide practical insights into how lease structures impact transaction strategy, valuation, and exit planning, and will address key negotiation issues such as early termination rights, assignment and recapture provisions, permitted use restrictions, abatements, concessions, financing concerns, and landlord representations.

Learning objectives include reviewing market terms and how they interrelate, navigating issues of CAM, capital expenses, and allocation formulas, examining the core concerns of both buyers and sellers, and evaluating how lease negotiations can impact overall deal momentum and outcomes.

Register

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Robert S. ('Bert') Greenwell

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