



## COMPASS COMMERCIAL, ITRA GLOBAL

Providing commercial real estate services by advocating for our corporate clients' interests and increasing their profits.

### The Compass Commercial Difference:

#### Your Advocate:

We represent only tenants and users of commercial real estate—never landlords or developers.

#### Your Expert:

Our team of seasoned professionals negotiate on your behalf, lowering your cost. We use our years of experience to leverage your negotiating power.

#### Your Local & Global Representative:

We provide broad geographic coverage and seamless representation in multiple markets through offices around the world.

#### Your Trusted Advisor:

You will always receive objective, unbiased advice. Our team will save your hours of time researching, conducting negotiations and other services on your behalf.

## Hire the Right Attorney

Written by: Lynn Drake

Just because someone is a plumber, doesn't mean they can clear a septic field, snake a basement pipe and also fix the drain in your bathtub. Specialties abound. And you don't want to be caught deep in effluent.

Hire a reputable real estate attorney to review your lease, and you'll regain every dollar you invest. You might have a niece with a law degree. You might even have a business attorney that handles a myriad of business issues. But real estate is a body of legal work unto itself. Ignore at your peril.

A friend, who later became a client, told me she used a general business attorney she found in the Yellow Pages to review her lease. She sought legal advice to terminate the lease on her office building after it was sold to a new owner because the change in management meant a thousand irritating situations. The irritation escalated.

Eventually, I helped her locate a marvelous space with a suitable landlord. She assumed her legal nightmares were behind her. It came back to haunt. The former building owner sued her twice in six months. Even though she won the case she had to pay the owner's legal fees and the price of all the court costs was so staggering she almost lost her business.



Need some help? Just call us at 248.817.5400

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Get the RIGHT counsel. As a veteran tenant representative for commercial and industrial properties, I can read a lease and assess many things. But I don't represent myself as an attorney. My firm will make recommendations for highly qualified commercial real estate barristers.

Think now about reviewing your lease with an attorney. If you haven't done so in the last two or three years, maybe now is a good time to have it inspected. A little ounce of prevention saves a ton of grief and give-backs.



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