FOR LANDLORDS, ASSET MANAGERS AND FAMILY OFFICES

Choosing your flex *structure*.

Between a straight lease and running flex yourself sit management agreements, franchises, profit shares and hybrid leases. This programme helps owners choose the structure that fits the asset, then value and negotiate it.

WHAT IT COVERS

01 **The structure spectrum**
Lease, management agreement, franchise, profit share, hybrid and synthetic leases: who carries which risk.

02 **Valuing flex in an asset**
How buyers and valuers treat flex income, including coworking inside multifamily and mixed-use schemes.

03 **Reading an operator's pitch**
Testing the assumptions in a proposal before heads of terms are agreed.

04 **Terms that hold up**
Fee structures, profit-share waterfalls, performance hurdles and exit rights.

05 **Local market practice**
How structures and valuation differ by market, starting with the UK.

WHY NOW

The long lease on a white-box floor is no longer a given. Owners are being asked to take on operating exposure, often through deals structured to look like a lease when they are not. Few investment teams have been trained to price that risk, or to explain it to a buyer or valuer.

FORMAT

DELIVERY
Live online, small cohort

LENGTH
Four sessions

ALSO AVAILABLE
As a private in-house training for your team

PLACES, IN-HOUSE COHORTS AND PARTNERSHIPS

Start the *conversation*.

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