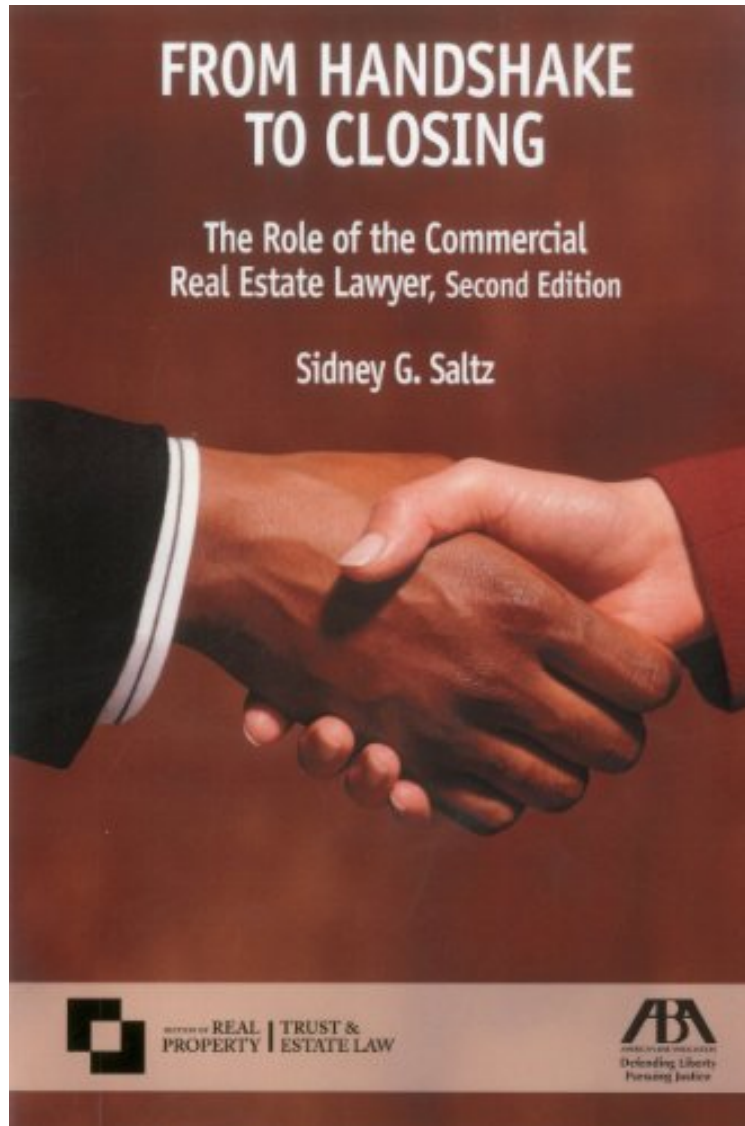


From Handshake to Closing: The Role of the Commercial Real Estate Lawyer

Sidney Saltz

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0 of 0 people found the following review helpful. Five Stars By karin Excellent! Thank you for writing with such clarity and precision. Karin Paparelli, Commercial Real Estate Attorney Greater Nashville, TN 5 of 5 people found the

following review helpful. It has some good points in about 10 pages but most of it ...By GeneThe title is misleading. It's not a step by step guide of the process. It has some good points in about 10 pages but most of it is just long rants about grammar and style (like E.B. White's guide on style). It doesn't talk about any of the technical documents and processes involving engineers, environmental assessment professionals, etc. that are involved in due diligence or anything you actually need to know and could use as a young lawyer. I think writing this topic would require a great deal of research and hard work, but it's easier to just give rants of your opinions and beliefs (about writing and life etc.). I think that's what explains the long rants that make up the bulk of this book and the complete lack of any technical information about the closing process. If you have a lot of time to read rants and pass the time, this might be for you.

A veteran real estate lawyer explains a commercial real estate deal, offering practical suggestions on how to handle each stage of the process and avoid the pitfalls that can kill it. The author explains the lawyer's role in documenting, reviewing, and negotiating the real estate transaction, from the beginning through post-closing issues, and includes valuable sample language, real-world examples, and tips and techniques for how reach the heartfelt handshake that closes the deal.