

Commercial Leasing Mastery

Retail, office and industrial — modelled, negotiated, closed.

VERTICAL	LEVEL	DURATION	MODULES
Commercial Agents	Intermediate	20 hours · 9 modules · 34 lessons	9

Programme overview

The frameworks commercial agents use to structure incentives, model tenant covenants, present investment analysis to landlord clients, and win institutional-grade instructions. Delivered by practitioners active in Sydney, Melbourne and Brisbane commercial markets.

What you'll master

- 01 Structure lease incentives without eroding face rent or capital value
- 02 Read a tenant covenant and price the risk into the deal
- 03 Model face vs effective rent with the same spreadsheet institutional owners use
- 04 Present investment analysis to sophisticated landlord clients with confidence
- 05 Navigate Retail Leases Act obligations across NSW, VIC and QLD
- 06 Win off-market instructions by demonstrating market intelligence
- 07 Structure rent-free periods, fit-out contributions and cash incentives

Skill focus

- Lease Structuring
- Investment Analysis
- Covenant Assessment
- Retail Leases Act
- Incentive Modelling
- Landlord Presentation
- Off-Market Deal-Making

9 modules · one standard

I. 01 · Commercial lease fundamentals

4 LESSONS

- | | | |
|----|---|----------------------|
| 01 | Face rent vs effective rent | masterclass · 14 min |
| 02 | Gross, net and semi-gross — the three lease types | reading · 12 min |
| 03 | Anatomy of a commercial lease | reading · 18 min |
| 04 | Knowledge check | quiz · 8 min |
-

II. 02 · Incentives that move deals

4 LESSONS

- | | | |
|----|---|----------------------|
| 01 | Rent-free periods — the standard package | reading · 12 min |
| 02 | Fit-out contributions and cash incentives | masterclass · 13 min |
| 03 | Scenario: The head tenant demands 40% incentive | scenario · 12 min |
| 04 | Knowledge check | quiz · 6 min |
-

III. 03 · Tenant covenant assessment

4 LESSONS

- | | | |
|----|--|----------------------|
| 01 | Reading a tenant's financials in 15 minutes | reading · 16 min |
| 02 | Bank guarantees, personal guarantees and directors' guarantees | masterclass · 12 min |
| 03 | Knowledge check | quiz · 6 min |
| 04 | Scenario: Great rent, questionable tenant | scenario · 11 min |
-

IV. 04 · Retail Leases Act — state by state

3 LESSONS

- | | | |
|----|--|----------------------|
| 01 | The Disclosure Statement — the document that trips up new agents | reading · 18 min |
| 02 | Outgoings caps, ratchet clauses and market reviews | masterclass · 13 min |
| 03 | Knowledge check | quiz · 6 min |
-

V. 05 · Presenting to institutional landlords

3 LESSONS

- | | | |
|----|---|----------------------|
| 01 | The institutional pitch deck | masterclass · 14 min |
| 02 | The quarterly market report that keeps you retained | reading · 12 min |
| 03 | Knowledge check | quiz · 6 min |
-

VI. 06 · Industrial — the fastest-growing asset class

3 LESSONS

- | | | |
|----|---|----------------------|
| 01 | Logistics and warehouse — the tenant demand story | reading · 14 min |
| 02 | Industrial lease specifics: hardstand, height, hazmat | masterclass · 12 min |
| 03 | Knowledge check | quiz · 6 min |
-

VII. 07 · Off-market deal-making

3 LESSONS

- | | | |
|----|-----------------------------------|----------------------|
| 01 | Building the intelligence network | reading · 13 min |
| 02 | The unsolicited landlord approach | masterclass · 11 min |
| 03 | Knowledge check | quiz · 6 min |
-

VIII. 08 · Outgoings reconciliations, disputes and make-good

5 LESSONS

- | | | |
|----|---|----------------------|
| 01 | How an outgoings reconciliation actually works | masterclass · 12 min |
| 02 | The five grounds tenants actually dispute on | reading · 14 min |
| 03 | Make-good disputes — what 'as at commencement' really means | masterclass · 13 min |
| 04 | A tenant vacates with no condition report on file | scenario · 9 min |
| 05 | Knowledge check: outgoings and make-good | quiz · 6 min |
-

IX. 09 · Rent review and valuation mechanics

5 LESSONS

- | | | |
|----|--|----------------------|
| 01 | The four rent review mechanisms and how they interact | masterclass · 13 min |
| 02 | The market review determination process, step by step | reading · 14 min |
| 03 | Ratchet clauses and CPI reviews — the calculation traps | masterclass · 12 min |
| 04 | A tenant challenges the landlord's market review valuation | scenario · 9 min |
| 05 | Knowledge check: rent review and valuation | quiz · 6 min |
-

Important — non-accredited training

The Agent Academy is not a Registered Training Organisation (RTO). This program is professional development designed for elite outcomes and earning potential; it does not issue nationally accredited qualifications, statements of attainment or units of competency. Content is built around real industry practice — completion does not satisfy licensing or registration requirements in any Australian state or territory.

For state licensing pathways (Certificate of Registration in NSW, Agent's Representative in VIC, and equivalents), see theagentacademy.org/licensing. Complete your state requirement first — then train with us.