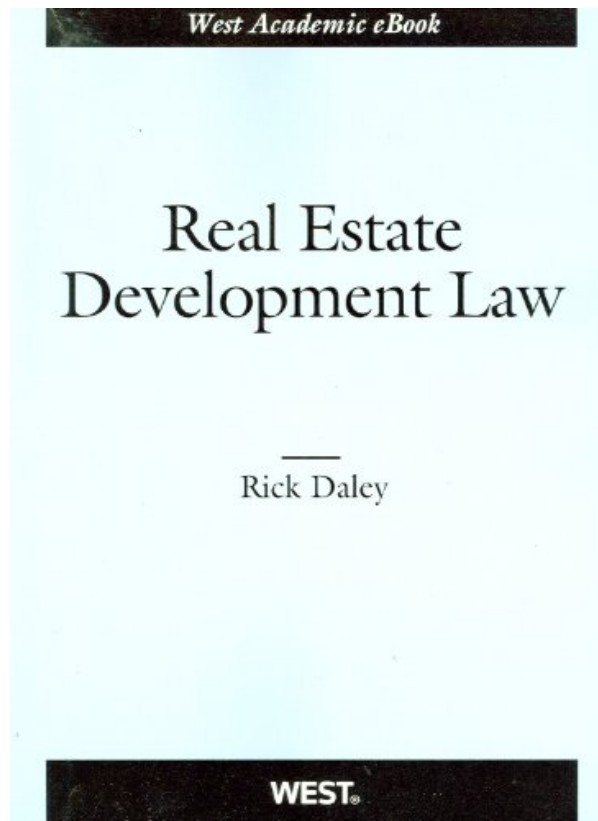


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This book explores all the thought processes, skills, and disciplines that a lawyer uses when representing the developer of a commercial real estate project. The book adopts a practical, skill-oriented approach in examining the role the lawyer plays at each of the stages of development, including: Gaining control of the project site, Securing governmental approvals and incentives, Forming and capitalizing the project entity, Closing the land acquisition, Obtaining construction financing, Designing and constructing the project, Negotiating the project lease, Executing an interim exit strategy, Operating the project, Selling the project. The focus of the book is on why real estate development lawyers do what they do and not on the specifics of how they do it.

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