



A Tenant's Commercial Guide to Leasing Property in Scotland

Michael Dewar

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The aim of this book is, first of all, to offer a thoroughly practical and commercial guide to all aspects of leasing commercial property in Scotland. The book introduces readers to the workings of the modern commercial market, the different types of lease on offer, what scope you have to negotiate lease terms with landlords and what techniques you can use to negotiate the best commercial terms of the lease. It tells you what you should plan to get right from the start - what type and size of property does your business really need? Where should the business property be located? Does your business really need to lease at all or can existing properties in your business be used more effectively? The book uses a series of checklists (available after purchase from www.tenantguide.org.uk) for readers to download and use to work through these issues.

Second, and equally importantly, this book is written to supplement, not duplicate, any work you pass to your property professionals such as your lawyer or surveyor. The book argues that, in order to boost underlying profitability, every business should be active in managing the properties it owns or occupies - too often property decisions are seen as “secondary” to the core operations of a business and left to others not directly involved in the running of the business to deal with. Yet, the properties of a business are often the largest cost after employees and the most difficult to adjust, once a decision has been made to buy a new property or take a new lease. The purpose of this book, then, is also to allow business owners to make effective property decisions by allowing them to consider the relevant commercial issues before entering into a lease. By doing so, you will stand a better chance of making the correct property decisions for your business, of working more effectively in partnership with the property professionals of your business and of contributing to the overall profitability of your business.

Whilst this book is aimed primarily at small and medium sized businesses, it is hoped that it also offers other types of tenant a general overview of all aspects of the leasing of commercial or other non-domestic properties.

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Frankie Evans:

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