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ICSC's Boston Next Generation Program to be held November 4th

October 21, 2009 - Retail

The International Council of Shopping Centers, Inc. 2009 Boston Next Generation Program will provide a closer look at the various aspects of executing a retail lease in today's market. The program starts November 4 at 6:30 p.m. at the Cinema de Lux at Legacy Place in Dedham, Mass. With the level of involvement and scrutiny of each lease clause at an all time high, the ability to foster successful negotiations has become increasingly paramount. The program will feature industry veterans, from both sides, holding a mock lease negotiation in an effort to "make a deal." This interactive program will expose the subtle intricacies and techniques that are present in landlord/retailer lease negotiations.

The Next Generation program offers retail real estate professionals the unique opportunity to meet and interact with their peers, share experiences, exchange ideas and advice in an interactive yet relaxed environment.

Registration fees for the ICSC 2009 Boston Next Generation Program are \$40 in advance and \$55 on-site for members; for nonmembers the fees are \$55 and \$70, respectively. Press registration is complimentary. To qualify for the advanced registration fee, you must register by noon on October 30. To register, contact ICSC's Members Services Department at 646-728-3800, or register online at www.icsc.org.

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