

Rosenstein Law Offices, P.C.

Experienced Personal Attention

Richard Rosenstein has extensive hands-on experience in all aspects of the development and operation of real estate from an ownership and management as well as a legal perspective. He has built a reputation one client at a time over more than 30 years of real estate practice for providing to each of his clients an extraordinary level of personal attention, and he is committed to focusing that experience and attention on his clients' real estate and related matters.

Richard is client rather than matter focused. This means that he operates his practice and handles his clients' matters to accommodate the particular needs and requirements of the client, rather than handling matters within an operational structure designed to maximize firm profitability. His primary focus is providing superior legal services, rather than the business of the practice of law.

Adding Value

As a result of his extensive hands-on experience with the development and operation of real estate assets, and his objective oriented approach to real estate matters, he can provide significant economic and operational value added for his clients in the transactions they enter into and the issues and controversies they confront.

Richard assists his clients in formulating and clarifying their objectives, and then in creating strategies and implementing tactics to achieve those objectives.

- He works closely with his clients to gain an understanding of the context in which the objectives and priorities are being formulated; then
- provides the client with the knowledge necessary not only to make informed business decisions, but also to anticipate problems, so that the client can be creative and proactive rather than reactive in resolving those problems if they arise.

Richard advises his clients about the practical effects from a business perspective of various document provisions and approaches to implementing transactions and resolving problems.

- Rather than merely drafting and reviewing the documents, he takes an active role in structuring and negotiating a transaction; and
- rather than merely reacting to resolve a specific problem or controversy, he looks to the broader business context in which the problem has arisen and the implications of various resolutions.

He believes that by utilizing a strategic approach, his clients are more likely to be successful in determining appropriate objectives and then in achieving those objectives.

Providing Economies

It is important to Richard that his clients feel confident that their matters are being handled not only with experienced personal attention, knowledge and skill, but also in an efficient and cost effective manner.

Because of his experience with and focus on real estate and related matters and his emphasis on close working relationships with his clients, colleagues in the legal profession and other friends in the real estate industry, he is able to be productive and efficient in providing legal services to his clients. This productivity and efficiency enables Richard to be very competitive in his billing rates, while providing a higher level of experience, and therefore greater value to his clients.

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Commercial Real Estate - Landlord/ Tenant Practice - Property Management Issues - Real Estate Development -
Sale and Leaseback Transactions - Economic Development - Real Estate Law - Ground Leases -
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Moreover, Richard is sensitive to the tension between thorough and appropriate representation in a matter and the cost of that representation to a client. While Richard only knows how to do a job one way - the right way - he strives to be (and to be perceived by his clients to be) judicious in his timekeeping and fair in his billings.

In addition, Richard is able to work with his clients in appropriate circumstances in creative fee arrangements that can address unique requirements or particular concerns, as well as fairly allocate the value and benefits that accrue from the enhanced productivity and efficiency that can be derived from ongoing relationships and his broad knowledge and experience in real estate matters.

For example, fixed fee and other negotiated fee arrangements can be offered in

- multi-lease and lease administration and building management assignments for both landlords and tenants because of the economies achieved through volume and knowledge of the file; and
- certain other matters based upon clear articulation of the agreed scope of the assignment, Richard's experience with similar matters and the efficiency derived from that experience.

Richard will be pleased to discuss fee arrangements which, in appropriate situations, share the benefits of increased productivity and efficiency and resulting economies, while ensuring that he is fairly compensated for the services provided.

Working Relationships and Team Building

Richard Rosenstein believes that it is very important for him to maintain excellent working relationships not only with his colleagues in the legal profession, but also with the brokerage and building management communities. He is committed to working cooperatively with brokers, property managers, lenders and other lawyers.

These relationships enable Richard to provide better service to his clients by helping him to

- expeditiously complete transactions,
- resolve issues, and
- solve problems that may arise in ongoing contractual relationships such as leases and brokerage and management agreements.

Through many years of working with his legal colleagues and other friends in the real estate industry, Richard has developed a reputation for reliability in all of his dealings. By working to maintain a non-adversarial, mutually trusting approach to inherently adversarial situations he believes that greater value is created for all parties. That said, Richard Rosenstein also has a reputation for zealously asserting the positions and advancing the interests of his clients, consistent with the highest ethical standards.

Richard's practice includes a substantial amount of work for and with other lawyers including:

- work for the clients of other law firms which have a conflict;
- representation of other lawyers and their firms in real estate matters;
- work with other law firms as part of a legal "team," each handling discrete aspects of a real estate project for a mutual client, thereby providing a best practices approach to the client's various requirements for legal representation for the project (For example, Richard often provides the legal services required for leasing, lease administration and building management to his developer/ owner clients, while other firms provide services in other areas such as zoning, environmental law and property taxation.);

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- work with in-house corporate counsel, not to supplant in-house counsel's involvement or oversight, but rather to provide assistance to in-house counsel on particular real estate matters or aspects of matters (As with development work, Rosenstein Law Offices, P.C. can be a better choice than the company's in-house or outside corporate counsel for particular matters from a best practices standpoint.);
- handling problem situations, such as providing continuity of leasing and management work for buildings in foreclosure. (At the lender's request, Richard Rosenstein has provided such services both during and after completion of such proceedings or the lender's acquisition of title through a deed in lieu of foreclosure. By working closely with both the borrower and lender, value and marketability of the property were enhanced, benefiting all parties.); and
- work with bankruptcy counsel with respect to certain real estate assets owned by the estate.

An extension of maintaining good working relationships is team building. Richard works closely with all of his other peers in the real estate community, including brokers and property managers.

- Richard represents a number of brokerage and property management companies in real estate and related matters, and is also often asked to consult with them on real estate matters in which he has no formal involvement or engagement from the parties.
- Richard is often recommended as real estate counsel by brokers and property managers when they are asked for a recommendation of counsel who can quickly step into a matter (such as a lease negotiation for which the client does not have real estate counsel or a conflict has come to light), and deliver timely, superior legal representation.
- In other situations, Rosenstein Law Offices, P.C. often provides legal services in respect to the leasing, lease administration and building management for a project, while other law firms have provided services in other areas such as zoning and property tax matters, resulting in a best practices approach to the legal service requirements of the client.
- In the commercial leasing area in particular additional value can accrue to clients by utilizing a team approach with brokers, architects and engineers, contractors and others to assist the client in establishing and then realizing appropriate physical, economic and legal objectives for the leasing transaction.

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