



## TOWER ADVANTAGE CELL TOWER LEASE EXPERTS

### PROFILE

Whether you are selling your cell tower lease, negotiating a new one, or extending or amending one already in existence – Tower Advantage is here to provide you with the expert consultation that you deserve.

We have over 25 years of experience in the telecommunications industry in order to maximize your specific cell tower lease opportunity.

The experts at Tower Advantage also possess a combination of additional skillsets – including ones in the areas of real estate, finance, law, and customer service – all of which help us to secure the best overall results for our clients.

Tower Advantage was established to ensure landlords are not taken advantage of by having an expert to advocate for their best interests.

Join our alumni of clients that are glad they initially contacted Tower Advantage to learn more about all of their cell tower lease options.

Contact us today to learn how you can have the Tower Advantage!

### CONTACT

**833-MY-TOWER**

833-698-6937

[www.TowerAdvantage.com](http://www.TowerAdvantage.com)

[info@toweradvantage.com](mailto:info@toweradvantage.com)

# Common Questions Regarding Cell Tower Leases

## NEW LEASES

**Q:** Will hiring Tower Advantage prevent the cell tower company from wanting to "do a deal" with me?

**A:** This is one of the primary questions that most landlords are thinking – even if they do not come out and directly ask us. A legitimate cell tower tenant is not going to prevent you from using a cell tower consultant such as Tower Advantage to advise you on your best course of action.

Whether it be a tax advisor, legal advisor, or cell tower lease advisor – savvy landlords understand the value of expertise. The party with the most information is typically in the best negotiation position.

Don't make a decision that results in a decades-long commitment before better understanding all of your options. Contact us today to schedule your complimentary initial consultation.

**Q:** What are the most important "things" I should focus on in the proposed cell tower lease?

**A:** A standard new lease with any cell tower tenant has over 20 sections. The primary focus of most landlords is often the rent – but just as important are sections that are often overlooked. Some of these include: the option period, size of the leased premises, removal and restoration provisions, payment of utilities and taxes, and estoppel requirements.

Typically, these template leases are provided by the tenant, with each-and-every section providing them with the maximum benefit, often at the expense of the landlord. Tower Advantage reviews the entire lease and provides more than just input relating to the rent.

We have reviewed thousands of leases and understand the language that will protect your long-term interests. Don't make the mistake of doing it yourself when Tower Advantage can add tens – or often – hundreds of thousands of dollars of extra value to your situation.



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## EXISTING LEASES

**Q:** When is the best time to renegotiate my lease?

**A:** The average cell tower lease is for 25 years. Many of these leases started several decades ago and are coming up on their expiration. However, others started much later and are more than a decade from expiration.

In both types of situations, landlords have contacted us to find out what are their best options – usually after being contacted by their cell tower tenant to request a lease extension. After reviewing your particular cell tower lease, we can provide you with your alternatives that provide for the best opportunity.

If your cell tower tenant is “throwing money” at you to sign as soon as possible – or in contrast – they are requesting a rent reduction, don’t make a decision without contacting us to provide you with a complimentary consultation. We can prevent you from making a decision that will cost you thousands of dollars.

**Q:** Do I get paid if my cell tower tenant subleases the tower to another company?

**A:** Unless your lease requires your current cell tower tenant to pay you a portion of any income related to a sublease, you will not receive any additional rent. However, depending on the way the lease was written, Tower Advantage has helped landlords participate in that income, despite not having the typical language described above.

We are experts in the cell tower business and our primary goal is maximizing our clients’ value for their cell tower lease. Let a “pro” help you put more money in your pocket by calling us today for a complimentary initial consultation.

**Q:** Can you help me get my cell tower tenant to pay me past-due amounts of rent and/or taxes and utility payments?

**A:** We would be happy to help you. Once you engage a cell tower expert like Tower Advantage, you will be glad you did.



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# Common Questions Regarding Cell Tower Leases

## LEASE BUYOUTS

**Q:** How can Tower Advantage help me get the largest purchase price for my cell tower lease?

**A:** Our experts have helped hundreds of clients through the lease buyout process – from commencement to closing. With our decades of experience, we know the best methods to solicit the highest dollar amounts, and also help maximize the terms associated with the sale of your lease.

By using our professional buyer relationships fostered over the years, our clients obtain a better overall transaction. We know every buyer in the industry and, as a result, you can count on getting the best purchase offer in the marketplace when you are ready to sell.

**Q:** Why would I sell my lease when I will not get as much money compared to collecting the rent for the next 30 years?

**A:** Whether the purpose is to fund a child's college education, to help with a much-needed business expense, or to offset the risk of a future decommissioning of the cell tower, there are many reasons landlords sell their cell tower leases.

Unfortunately, most cell tower leases are not a guaranteed income and most allow the tenant to terminate in as little as 30 days. Although this may be unlikely to happen in a majority of situations, many cell tower leases have been terminated due to mergers and consolidations in the telecommunications industry.

By “cashing in” the cell tower lease today, landlords can often use the lump-sum amount received to put themselves in a more advantageous situation than they could be waiting for years to collect that same amount. Of course, selling a cell tower lease is not necessarily for everyone.

As one landlord once said to us when we asked him why he was selling his lease: “a bird in the hand is worth two in the bush!” Contact us today and we can help you better understand whether a cell tower lease buyout is right for you.