



**Lowenstein Sandler's Real Estate Podcast:  
Terra Firma**

**Episode 1:  
Welcome to Terra Firma: Conversations on  
Commercial Real Estate**

**By Stacey Tyler, Stephen Tanico**

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- Kevin Iredell:** Welcome to the Lowenstein Sandler podcast series. I'm Kevin Iredell, Chief Marketing Officer at Lowenstein Sandler. Before we begin, please take a moment to subscribe to our podcast series at [lowenstein.com/podcasts](https://lowenstein.com/podcasts). Or find us on iTunes, Spotify, Pandora, Google podcast, and SoundCloud. Now let's take a listen.
- Stacey Tyler:** Welcome to Terra Firma: Conversations on Commercial Real Estate. I'm Stacey Tyler.
- Stephen Tanico:** And I'm Stephen Tanico. Stacey and I are real estate lawyers at Lowenstein Sandler.
- Stacey Tyler:** And welcome to our inaugural episode. We wanted to start this show not only for LinkedIn fodder, but because what the world needs most is one more real estate podcast, right?
- Stephen Tanico:** Definitely Stacey, and especially a real estate podcast by two lawyers.
- Stacey Tyler:** Wait, so then why are we starting this podcast?
- Stephen Tanico:** It's been a bit of a rough year. Deal flows slowed down, billable hours are low. I think now seemed as good a time as any to pivot careers to become content creators.
- Stacey Tyler:** Sure.
- Stephen Tanico:** But seriously, this podcast is geared towards real estate investors, professionals, and business people looking for industry expertise with a legal bent.
- Stacey Tyler:** We'll be bringing you conversations on topics across the real estate world, and arming you with the tools and vocabulary you need to achieve your goals in real estate transactions.
- Stephen Tanico:** Stacey, I think we can both admit that real estate law is not exactly the sexiest topic. So to help deepen our conversations, we'll bring in special guests along the way to provide expert insights.
- Stacey Tyler:** And our bottom line as transactional attorneys is to get the deal done and to be creative in achieving the best possible outcome for our clients. So we want to help you think about your leases, financing, purchases, and sales, joint ventures and

development deals in the most pragmatic way, keeping in mind the latest market outlook and cyclical trends.

**Stephen Tanico:** And hopefully these conversations will do that.

**Stacey Tyler:** And at the very least, be semi-entertaining.

**Stephen Tanico:** Fingers crossed. So if you're tuning in today, be sure to like, subscribe and follow Terra Firma wherever you're listening to this episode. Stacey, and I would love to hear from you. So feel free to reach out to us at [terrafirma@lowenstein.com](mailto:terrafirma@lowenstein.com). Hope you stick with us on this journey.

**Stacey Tyler:** TBD how much Latin will be involved.

**Stephen Tanico:** So until next time...

**Stacey Tyler:** Salve!

**Stephen Tanico:** Okay, Stacey, that was too much Latin.

**Kevin Iredell:** Thank you for listening to today's episode. Please subscribe to our podcast series at [lowenstein.com/podcasts](https://www.lowenstein.com/podcasts), or find us on iTunes, Spotify, Pandora, Google podcasts, and SoundCloud. Lowenstein Sandler podcast series is presented by Lowenstein Sandler and cannot be copied or rebroadcast without consent. The information provided is intended for a general audience. It is not legal advice or a substitute for the advice of counsel. Prior results do not guarantee a similar outcome. The content reflects the personal views and opinions of the participants. No attorney client relationship is being created by this podcast and all rights are reserved.