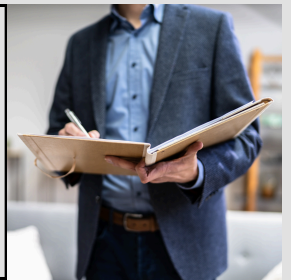


CELL TOWER NEGOTIATION CHECKLIST

Negotiating a cell tower lease can be overwhelming for property owners—complex terms, undervalued offers, and pressure from telecom companies often lead to long-term financial losses. Without a clear understanding of market rates and lease implications, many landowners unknowingly leave money on the table. This checklist is designed to help you navigate the key elements of a cell tower lease negotiation, avoid costly mistakes, and recognize when it's time to bring in experienced professionals who can advocate for the true value of your property. Here's what you should review before signing or renewing your wireless lease.

LEASE BASICS

- DO YOU KNOW THE MARKET RATE FOR SIMILAR LEASES IN YOUR AREA?
- ARE YOUR RENT ESCALATION TERMS INDEXED TO INFLATION OR FIXED?
- ARE TERMINATION AND RENEWAL CLAUSES CLEARLY OUTLINED?



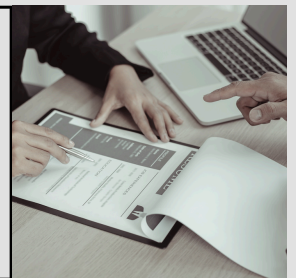
FINANCIAL RED FLAGS

- IS THERE A REVENUE-SHARING OR EQUIPMENT RENTAL CLAUSE?
- HAS YOUR RENT INCREASED AT A FAIR PACE IN RECENT YEARS?
 - ARE TAXES, MAINTENANCE, OR INSURANCE YOUR RESPONSIBILITY?



ACCESS & SITE CONTROL

- DO YOU HAVE CONTROL OVER WHO ACCESSES YOUR SITE AND WHEN?
 - ARE EQUIPMENT UPGRADES AND CHANGES RESTRICTED OR APPROVED IN WRITING?
- IS THERE A CLEAR RESTORATION CLAUSE IN CASE THE SITE IS REMOVED?



LEGAL & EXIT PROVISIONS

- CAN THE LEASE BE TERMINATED EARLY BY THE TENANT? UNDER WHAT TERMS?
- DOES THE LEASE INCLUDE CO-LOCATION RIGHTS (ADDING MORE TENANTS WITHOUT MORE RENT)?
- ARE YOU ALLOWED TO SELL OR TRANSFER YOUR LEASE WITHOUT CONSENT?



If you checked three or more boxes, your lease may not be working as hard for you as it could. You could be leaving significant money on the table or exposing yourself to long-term risks without realizing it.

Our team specializes in uncovering hidden value in telecom leases and protecting property owners from one-sided terms.

We offer a complimentary lease review to assess your current agreement and identify powerful negotiation strategies tailored to your situation.

Schedule your free consultation today by contacting our COO, Amber Brandhagen at (760) 902-9592 or via email abrandhagen@naiglobalwireless.com

Learn more about how we help property owners maximize wireless lease value at www.naiglobalwireless.com.

About NAI Global Wireless

NAI Global Wireless specializes in national wireless landlord representation. We assist property owners with existing cellular and billboard infrastructure. Should a carrier select your site, our firm will be able to negotiate market terms and conditions to receive the best possible outcome.

At NAI Global Wireless, we maintain an unwavering commitment to representing only property owners. We do not, under any circumstance, represent wireless carriers, tower companies, or their affiliates. Our sole fiduciary duty is to advocate for the best interests of property owners, ensuring that our guidance, negotiations, and strategies remain free from outside influence or compromise. This exclusive alignment guarantees objectivity, transparency, and the highest standard of integrity in every engagement.

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Contact our team today
for a **FREE** cell site
evaluation!



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