



Marc Betesh

Esq., MCR.h/ Founder & Executive Chairman of Visual Lease and KBA Lease Service

Available for online, print, on-camera interviews and speaking engagements

As Founder & Executive Chairman of Visual Lease and KBA Lease Services, Marc provides strategic guidance to both companies and the markets they serve.

After receiving his B.A. from Temple University and his JD from Georgetown University, Marc practiced law in New York City where he negotiated commercial leases. As an attorney, Marc became widely recognized as an expert on commercial lease negotiation, lease interpretation and expense reimbursement clauses. During this time, he conceived the idea of lease auditing and introduced it to the commercial real estate industry, which led him to create his two companies: KBA Lease Services in 1985 and Visual Lease in 1996.

KBA was the pioneer of commercial lease auditing in 1985 and remains the signature firm in the industry. It has represented thousands of companies in almost every leasing market within the US, helping them to eliminate overcharges and capture savings across their commercial lease portfolios. Visual Lease is the #1 lease optimization solution provider, empowering organizations to leverage their lease portfolio for strategic financial and operational outcomes. Informed by nearly three decades of experience, VL's solutions help companies easily sustain compliance with FASB, IFRS, GASB and ISSB reporting requirements, and mitigate the risks and maximize the value associated with their lease records.

VL BY THE NUMBERS

1,500+
customers

1M+
records under
management

200+
employees

Recent Media Coverage

Authority Magazine

[The 5 Things You Need to Know to Create a Successful SaaS Business](#)

Forbes

[How Lease Optimization Can Benefit Your Company](#)

[12 Big Tech Challenges Remote Real Estate Companies Are Facing Right Now](#)
[10 Red Flags to Watch For When Signing A Commercial Property Lease](#)

Total Retail

[The Key to Proper Lease Management for Retailers](#)

Podcasts & Broadcast

[I Am CEO Podcast](#)

[The Let's Go Show Podcast: The Story Behind Visual Lease and the Current State of Leasing](#)

Areas of Expertise

- Strategies for successful entrepreneurship and business growth
- The role of company culture and values in driving success
- Commercial real estate law, lease negotiations and interpretation
- Lease auditing & accounting best practices for real estate, equipment and fleet leases
- The application of technology to improve the management and performance of leases