



A Real Estate Road Trip:

Navigating Roadblocks in a Real Estate Transaction

Program dates start May 16. Register today!

7 CLE

A Real Estate Road Trip: Navigating Roadblocks in a Real Estate Transaction

They're counting on you

Your clients may be caught up in their excitement over owning a new home, but you're focused on the potential speed bumps that can disrupt the journey to move-in day. To make the trip to closing as smooth as possible, be sure to update your real estate road map with the latest strategies on how to deal with everything from financing contingencies to reviewing title exceptions.

You'll examine a transaction from beginning to end, and learn practical techniques to keep you moving full speed ahead at each stage of the process. Knowledgeable specialists will share some of the most common pitfalls in home inspections, as well as provide advice on structuring the financing contingency. Whether you're already working in residential real estate or are looking to get started, be ready to navigate any roadblocks that may pop up during the home buying process.

Who should attend:

- Real estate law attorneys
- General practitioners
- Attorneys interested in adding real estate to their practice

How you'll benefit:

- Gain an understanding of how duties and obligations differ between agent and attorney
- Learn how to prepare for obstacles that arise during real estate transactions
- Receive advice on inspections, financing, and titles from experts in the field
- Help your clients close under ideal conditions

Register now!

Schedule

8:00 AM Registration

8:30 AM Story Problem Review and Issue Spotting

- Parties in a transaction
 - Zoning
 - Offer type and provisions
- Carol E. Krigbaum, Liz Tobolt*

10:00 AM Break

10:15 AM Seller/Buyer Agent Duties and Obligations

- What role agents play in the transaction
 - Duties of agent and to whom they are owed
 - Agent disclosure obligations/how they are different from sellers'
- Carol E. Krigbaum, Liz Tobolt*

11:00 AM The Role of the Seller/Buyer Attorney

- How the attorney's duties and disclosure obligations may differ from an agent's
 - What role does the attorney play in a transaction?
- Carol E. Krigbaum, Liz Tobolt*

12:00 PM Lunch (on your own)

1:00 PM Home Inspections

- Home inspector licensing requirements and qualifications
 - Limits on liability
 - Common pitfalls in home inspection
- Tom Feiza*

1:50 PM Lenders and Financial Considerations

- Alternative loan sources for different types of properties
 - Alternative terms for types of properties
 - Structuring the financing contingency appropriately
 - Removal of the financing contingency: what is needed?
 - Appraisal issues
- Penny Charlson*

2:40 PM Break

2:55 PM Title and Closing Considerations

- Reviewing the title commitment
 - Removing exceptions: judgments, easements, and surveys
- Scott J. Hutchison*

3:50 PM Program Concludes

Following start time, webcast replay schedule will vary slightly from above listed times.

Faculty

Program Chairs & Presenters

Carol E. Krigbaum
Krigbaum Law LLC
Milwaukee

Liz Tobolt
Liz Tobolt Law LLC
Hartland

Presenters

Penny Charlson
Guaranteed Rate
Oconomowoc

Tom Feiza
Mr. Fix It, Inc.
Waukesha

Scott J. Hutchison
Knight Barry Title, Inc.
Milwaukee

Dates Location

LIVE SEMINAR:

Thursday, May 16, 2019
Madison – State Bar Center
5302 Eastpark Blvd.
(608) 257-3838

LIVE WEBCAST:

Thursday, May 16, 2019

WEBCAST REPLAYS:

Friday, May 24, 2019
Thursday, May 30, 2019
Tuesday, June 4, 2019
Wednesday, June 12, 2019
Monday, June 17, 2019

Additional Learning Opportunities

CLE OnDemand

Understanding Utility Easements in Wisconsin – 2018

Explore Wisconsin's unique requirements for utility easements, recent case law, and easement negotiations. Learn what you should and should not include in a utility easement contract. **1.5 CLE**

CLE OnDemand Seminar: #CA2858D; **Member:** \$109 | **Nonmember:** \$159

Annual Real Estate Update – 2018

Receive updates on Wisconsin's new landlord-tenant law, title insurance and closing issues, and ways to avoid title fraud. Learn how to challenge assessments and more. **7.0 CLE**

CLE OnDemand Seminar: #CA2795D; **Member:** \$249 | **Nonmember:** \$329

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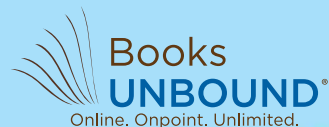
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(Includes 2018-19 supplement)

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Credits

This program has been submitted to the Wisconsin Board of Bar Examiners for up to **7 CLE credits**. It does not qualify for EPR credit. The live seminar and live webcast on May 16, 2019 will also be submitted for Minnesota credit.

Registration

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MAIL: State Bar PINNACLE Registrations
P.O. Box 7158, Madison, WI 53707-7158
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Passbook Certificates must be received by the State Bar at least one business day prior to the event. For live seminars, walk-in registrations with Passbook Certificates are welcome.

Registration Cancellations:

Please visit wisbar.org/cancellation_policy for information on PINNACLE registration cancellation policies.

Course materials for those attending the seminar:

Course materials are provided in PDF format and are downloadable from myStateBar on wisbar.org up to four days prior to and 90 days after your seminar. For live seminar attendees who prefer a printed format, please select the tuition option that includes printed materials for an additional \$20.

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A Real Estate Road Trip

Priority Code: S 3 7 1 8 B

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<input type="checkbox"/> State Bar Member	<input type="checkbox"/> \$249	<input type="checkbox"/> \$229	<input type="checkbox"/> \$259
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Seminar Date/Location:

- Live Seminar:** Thursday, May 16, 2019 – Madison
- Live Webcast:** Thursday, May 16, 2019
- Webcast Replay:** Friday, May 24, 2019
- Webcast Replay:** Thursday, May 30, 2019
- Webcast Replay:** Tuesday, June 4, 2019
- Webcast Replay:** Wednesday, June 12, 2019
- Webcast Replay:** Monday, June 17, 2019

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