



Annual Real Estate Update 2019

Program dates start October 11. Register today!

**7 CLE
1 EPR**

Annual Real Estate Update 2019

This program is endorsed by the Real Property, Probate & Trust Law Section of the State Bar of Wisconsin

Everything but the kitchen sink

Shifting market conditions. Changing laws. Increasingly complex real estate transactions. Practicing real estate law requires an astute attention to detail, which is particularly challenging in 2019's fast-paced market. At *Annual Real Estate Update 2019*, you'll gain insight from a panel of esteemed practitioners on topics including:

- Landlord and tenant issues
- The ins and outs of homeowners insurance claims
- The status of remote online notarization
- Titling considerations for properties involved with hemp, CBD, or marijuana
- Commission disputes
- Easements with various entities

Who should attend:

- Real estate lawyers
- Title and closing attorneys
- Realtors
- Construction law attorneys
- General practitioners
- Landlord-tenant attorneys

How you'll benefit:

- Gain insight from an insurance lawyer on homeowners insurance
- Review relevant issues affecting landlords and tenants
- Learn how to address tricky titling and closing issues
- Hear how commission is handled by realtors, including flat fee services
- Know what to watch for with particular easements
- Be able to spot and avoid ethical hazards
- Receive your annual case law update

Register today!

Save 20%

Real Estate Transactions System

Save 20% on the *Real Estate Transactions System*.^{*} Streamline your next transaction with this book's simple seven-step process.

Use discount code **CA2926** when you order online or by calling (800) 728-7788. **Plus, all seminar attendees receive a free two-week trial of the Books UnBound® version.**

Print Book: #AK0078; 824+ pp.; 7th ed., 2017 (includes 2018-19 supplement)
Member: ~~\$219~~ \$175.20 | Nonmember: ~~\$269~~ \$215.20

Books UnBound® Subscription: #AE0078
Member: ~~\$159~~ \$127.20 | Nonmember: ~~\$199~~ \$159.20

*Discount applies to both print and digital Books UnBound® editions of this title and cannot be applied to previous purchases. Offer valid as long as CLE credit is available for this program. For Books UnBound users, discount may be applied to purchase of individual Books UnBound title only and may not be used on purchase of full library.



Additional Learning Opportunities

CLE OnDemand

Real Estate Road Trip: Navigating Roadblocks in a Real Estate Transaction - 2019

Gain an understanding of how duties and obligations differ between agent and attorney. Learn how to prepare for real estate transaction obstacles. Receive advice on inspections, financing, and titles. Help clients close under ideal conditions. **7 CLE**

CLE OnDemand Seminar: #CA2906D; **Member:** \$259 | **Nonmember:** \$339

Books / Books UnBound | Online Fillable Forms

Wisconsin Law of Easements and Restrictive Covenants

Avoid land use litigation with a clear understanding of how to define, create, amend, and terminate covenants and easements. It discusses easement creation, drafting considerations, enforcing easements, restrictive covenant considerations, and more.

Print Book: #AK0202; 270+ pp.; 5th ed. 2017-18; **Member:** \$129 | **Nonmember:** \$159
Books UnBound® Subscription: #AE0202; **Member:** \$159 | **Nonmember:** \$199

Real Estate Enhanced Forms Library

Find forms in a snap! Access more than 215 real estate forms, including forms, sample language docs, and checklists. Every document is fully customizable and regularly updated to ensure it complies with statutory specifications.

Online subscription: #FBD000; **Members only:** \$129/year

Schedule

- 8:00 AM Registration**
- 8:30 AM Case Law Update**
- A review of cases impacting misrepresentation, zoning, building permits, and more
 - The duty to act by municipalities
Mark C. Young
- 9:20 AM Landlord and Tenant Issues**
- Must-have lease provisions
 - Traps for landlords in lease drafting
 - Proper preparation/service of notices of default
 - Current issues summary
Jay D. Koritzinsky
- 10:10 AM Break**
- 10:25 AM Understanding Homeowners Insurance**
- Areas where real estate attorneys can trip up
 - Claims – what’s covered and what’s not
Monte E. Weiss
- 11:15 AM Titling Insurance and Closing Issues**
- Status of remote online notarization legislation in Wisconsin and nationwide
 - Property involved with hemp, CBD, and marijuana production and sale - will title insurance insure?
 - Current impact of cyber-crime and compromised business email on real estate transactions
 - 2019-20 Wisconsin legislative session - preview of some changes to come
Scott J. Hutchison, Cheryl A. Hipenbecker
- 12:05 PM Lunch (on your own)**
- 1:05 PM A Flat Fee Realtor’s Perspective**
- Considerations that differ from traditional listing agreements
 - How commission is impacted by a flat fee MLS service
Trey Fazio, Robin Fazio, Nicole Fazio Denk

- 1:35 PM A Managing Broker’s Perspective**
- Commission disputes and how to properly resolve them
 - Guidelines of procurement and issues that arise
Tom Meyer
- 2:15 PM Break**
- 2:30 PM Easements with Various Entities**
- Unique circumstances and law that apply to easements with certain entities
 - What to watch out for with particular easements
Jessica J. Shrestha
- 3:20 PM Professional Responsibility Concerns for the Real Estate Practitioner**
- Why real estate generates more grievances and malpractice claims that most areas of law
 - How to spot and avoid potential pitfalls in your practice
Brian C. Anderson, Matthew M. Beier
- 4:10 PM Program Concludes**

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

Dates

LIVE SEMINAR:
Friday, October 11, 2019
Madison – State Bar Center
5302 Eastpark Blvd.
(608) 257-3838

LIVE WEBCAST:
Friday, October 11, 2019

Location

WEBCAST REPLAYS:
Monday, October 21, 2019
Tuesday, October 29, 2019
Friday, November 8, 2019
Tuesday, November 12, 2019
Wednesday, November 20, 2019

Credits

This program has been submitted to the Wisconsin Board of Bar Examiners for up to **7 CLE credits including 1 Ethics and Professional Responsibility credit.**

Faculty

Program Chair and Presenter

Mark C. Young
Attorney at Law, Milwaukee

Presenters

Brian C. Anderson
Wisconsin Lawyers Mutual
Insurance Company, Madison

Matthew M. Beier
Wisconsin Lawyers Mutual
Insurance Company, Madison

Nicole Fazio Denk
Buyers Vantage, Inc., Brookfield

Robin Fazio
Buyers Vantage, Inc., Brookfield

Trey Fazio
Buyers Vantage, Inc., Brookfield

Cheryl A. Hipenbecker
Knight Barry Title, Inc., Milwaukee

Scott J. Hutchison
Knight Barry Title, Inc., Milwaukee

Jay D. Koritzinsky
Koritzinsky & Karls LLC, Madison

Tom Meyer
Sprinkman Real Estate, Madison

Jessica J. Shrestha
Wheeler, Van Sickle & Anderson, S.C.
Madison

Monte E. Weiss
Weiss Law Office, S.C., Mequon

Registration

ONLINE: www.wisbar.org/seminars » credit card or Ultimate Pass only

PHONE: (800) 728-7788 » credit card or Ultimate Pass only

FAX: (608) 257-5502 » credit card or Ultimate Pass only

MAIL: State Bar PINNACLE Registrations
P.O. Box 7158, Madison, WI 53707-7158
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State Bar CLE/PINNACLE Passbook Registrations: 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.

Real Property, Probate and Trust Law Section members save \$50 on this seminar.

This program is sponsored by:

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SEMINAR TUITION	LIVE SEMINAR: With PRINTED Course Materials	LIVE SEMINAR: With Downloadable (PDF) Course Materials	WEBCAST SEMINAR: With Downloadable (PDF) Course Materials
<input type="checkbox"/> State Bar Member	<input type="checkbox"/> \$249	<input type="checkbox"/> \$229	<input type="checkbox"/> \$259
<input type="checkbox"/> RPPT Section Member*	<input type="checkbox"/> \$199	<input type="checkbox"/> \$179	<input type="checkbox"/> \$209
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<input type="checkbox"/> Passbook Certificate User	<input type="checkbox"/> \$20 + 1 Certificate	<input type="checkbox"/> 1 Certificate	<input type="checkbox"/> 1 Certificate

Seminar Date/Location:

- Live Seminar:** Friday, October 11, 2019 | Madison
- Live Webcast:** Friday, October 11, 2019
- Webcast Replay:** Monday, October 21, 2019
- Webcast Replay:** Tuesday, October 29, 2019
- Webcast Replay:** Friday, November 8, 2019
- Webcast Replay:** Tuesday, November 12, 2019
- Webcast Replay:** Wednesday, November 20, 2019

*The \$50 Real Property, Probate and Trust Law section member discount only applies to live, live webcast, and webcast replay versions of this seminar – not CLE OnDemand. RPPT members with Ultimate Passes, other CLE passes, or PINNACLE discounts are not eligible for this discount. The RPPT Section may discontinue this discount at any time.

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PAYMENT: Tuition Amount Enclosed \$ _____

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To purchase written course materials for those **not** attending this program, contact the State Bar at (800) 728-7788.

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