



STATE BAR OF WISCONSIN  
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# 16th Annual Commercial Real Estate Update

**Program dates start November 8. Register today!**

**4 CLE**

# 16th Annual Commercial Real Estate Update

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

## Your prime real estate update

Commercial real estate deals require attention to detail at every step. The *16th Annual Commercial Real Estate Update* will equip you with the latest updates and best practices, so you can confidently enforce your next transaction.

## You will:

- Review the importance of drafting subordination, non-disturbance, and attornment (SNDA) agreements, estoppels, and landlord agreements
- Discuss why your agreements shouldn't be boilerplate
- Understand what's needed to insure easements when titling
- Be able to calculate damages for purchase agreements
- Recognize provisions commonly contained in sports-related agreements

## Who should attend:

- Commercial real estate lawyers
- Business law attorneys
- Government lawyers
- Title insurers

## How you'll benefit:

- Improve efficiency when working with SNDAs, estoppels, and landlord agreements
- Know the requirements for insuring easements
- Draft enforceable leases and purchase agreements
- Understand the fundamentals of sports-related real estate transactions

**Register today!**

## Schedule

**8:00 AM Registration**

**8:30 AM SNDAs, Estoppels, and Landlord Agreements**

- Don't botch the boilerplate — if there is such a thing
- Follow the golden rule — don't ask for what you wouldn't be willing to provide
- Analyzing relevant case law and improving the process  
*Kristin K. Langhoff, Sara C. McNamara, Maya S. Zahn Rhine*

**9:20 AM When the Elephant Breaks Loose: Insurability of Easement Estates and Claims Based on Easements**

- Title insurance claims based upon easements and what makes them insurable
- Additional requirements needed for insuring easements
- Why restrictive covenants and negative easements are generally not insurable
- Title insurance endorsements applicable to easement estates  
*Jan M. Haapala, Emily Ramacciotti*

**10:10 AM Break**

**10:25 AM Enforcing Real Estate Purchase Agreements and Leases**

- Specific enforcement of real estate transactions
- Common default and remedy provisions in commercial leases
- Calculating damages for purchase agreements
- Issues related to acceleration of rent in commercial leases  
*Joshua D. Tagatz*

**11:15 AM Property Real FC — Real Estate and Sports Primer**

- Fundamental documents governing sports-related real estate transactions
- Business considerations when leasing a municipal stadium
- Parties and their interests that are generally involved in sports-related real estate transactions
- Provisions commonly contained in league franchise, co-promotion, and ticketing agreements  
*Brian D. Anderson, Conor Caloia*

**12:05 PM Program Concludes**

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

## Faculty

### Program Chair

**Lucas N. Roe**

Reinhart Boerner Van Deuren, S.C.  
Madison

### Presenters

**Brian D. Anderson**

Quarles & Brady LLP  
Madison

**Conor Caloia**

Big Top Sports and Entertainment  
Madison

**Jan M. Haapala**

First American Title Insurance Co.  
Milwaukee

**Kristin K. Langhoff**

Reinhart Boerner Van Deuren, S.C.  
Milwaukee

**Sara C. McNamara**

Reinhart Boerner Van Deuren, S.C.  
Milwaukee

**Emily Ramacciotti**

First American Title Insurance Co.  
Milwaukee

**Joshua D. Taggatz**

Reinhart Boerner Van Deuren, S.C.  
Madison

**Maya S. Zahn Rhine**

Reinhart Boerner Van Deuren, S.C.  
Madison

## Dates

## Location

### Live Madison Seminar

Friday, November 8, 2019

**State Bar Center**

5302 Eastpark Blvd.  
Madison, WI  
(608) 257-3838

### Live Webcast

Friday, November 8, 2019

### Webcast Replays

Friday, November 22, 2019

Wednesday, November 27, 2019

Monday, December 2, 2019

Tuesday, December 10, 2019

Thursday, December 19, 2019

Additional webcast replay dates are available for this program. Visit [wisbar.org/seminars](http://wisbar.org/seminars) for more information and to register.

## Credits

This program has been submitted to the Wisconsin Board of Bar Examiners for up to **4 CLE credits**. It does not qualify for EPR credits.

## Book Sale!

### Commercial Real Estate Transactions in Wisconsin

Save 20% on *Commercial Real Estate Transactions in Wisconsin*. Keep your commercial real estate transactions running smoothly – from the very beginning through closing.

Use discount code **CA2965** 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:** #AK0341; 680+ pp; 2nd Ed., 2015-16 (Includes 2017-18 supplement.)

**Member:** ~~\$195~~ \$156 | **Nonmember:** ~~\$245~~ \$196

**Books UnBound® Subscription:** #AE0341

**Member:** ~~\$175~~ \$140 | **Nonmember:** ~~\$219~~ \$175.20

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## Additional Learning Opportunities

### CLE OnDemand

### Understanding Utility Easements in Wisconsin – 2018

Receive tips for dealing with utility easement disputes. Know what to include in a written utility easement. Understand the unique laws that apply to Wisconsin utility easements. 1.5 CLE

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

### Books / Books UnBound | Online Fillable Forms

### Wisconsin Construction Lien Law Handbook

An excellent resource on construction lien law in one comprehensive volume. It covers perfecting and enforcing liens, notices and filing deadlines, lienability of work and materials, priority over liens, and more. Plus, it includes helpful checklists and forms. (Includes 2018-2019 supplement)

**Print Book:** #AK0038; 187+ pp.; 4th ed. 2014-15; **Member:** \$195 | **Nonmember:** \$245

**Books UnBound® Subscription:** #AE0038; **Member:** \$175 | **Nonmember:** \$219

### Real Estate Enhanced Forms Library

This online forms bank gives you access to more than 180 real estate documents, including forms, sample language docs, and checklists. Every document is fully customizable and regularly updated to ensure it complies with statutory specifications.

**Online subscription:** #FSFBD000; **Available only to members:** \$129 (Discounts available on multi-user subscriptions)

# Registration

**ONLINE:** [www.wisbar.org/seminars](http://www.wisbar.org/seminars) » credit card or Ultimate Pass only

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P.O. Box 7158  
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**Registration Cancellations:** Please visit [wisbar.org/cancellation\\_policy](http://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 the live seminar, live webcast, or webcast replays.

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## 16th Annual Commercial Real Estate Update

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### Seminar Date/Location:

- Live Seminar:** Friday, November 8, 2019 | Madison
- Live Webcast:** Friday, November 8, 2019
- Webcast Replay:** Friday, November 22, 2019
- Webcast Replay:** Wednesday, November 27, 2019
- Webcast Replay:** Monday, December 2, 2019
- Webcast Replay:** Tuesday, December 10, 2019
- Webcast Replay:** Thursday, December 19, 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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