



Basic Residential Real Estate Transactions

Program dates start February 6. Register today!

6.5 CLE

Basic Residential Real Estate Transactions

Endorsed by the Young Lawyers Division of the State Bar of Wisconsin

Ready for your real estate education?

The ability to understand complex problems, craft personalized solutions, and smoothly manage transactions makes lawyers an invaluable part of residential real estate dealings. Whether you're polishing your real estate skillset or just beginning to explore this enticing practice area, *Basic Residential Real Estate Transactions* guides you step-by-step through a typical transaction from both the buyer and seller perspectives.

Seasoned professionals will share advice on identifying and resolving important problems at every stage of a deal. You'll review core components such as:

- Contracts and other agreements
- Surveys
- Easements
- Title insurance and commitments
- Closings

Plus, receive helpful forms and checklists for use in your practice.

Who should attend:

- Lawyers looking to add real estate to their practice
- Real estate lawyers seeking a refresher

How you'll benefit:

- Learn the basics of residential real estate so you can start taking on new clients
- Examine the entire real estate transaction process from start to finish
- Get dozens of sample forms and checklists for closing
- Know where to find the most up-to-date resources for your practice

Register now!

Young Lawyers Save \$20! * PINNACLE knows that you're at the critical point in your career where you're developing your skills and practice, which is why Young Lawyers Division Members receive \$20 off any of the Build Your Practice seminars.

**Young Lawyers Division Members: State Bar member attorneys 36 years of age or younger or within five years of admission to the State Bar of Wisconsin. If you've opted out of YLD, you will not receive this discount.*

Schedule

8:00 AM Registration

8:30 AM Contracts

- Listing contracts, agency agreements and for sale by owner
- Drafting the offer
- Contingencies
- Responding to an offer
- Amendments and notices
Patrick R. Oszewski

9:30 AM Other Agreements

- Escrow agreements for repairs
- Agreements regarding taxes and assessments
- Joint wells
- Shared driveways
- Personal property
Mark C. Young

10:20 AM Break

10:35 AM Surveys

- Reading a survey
- Identifying problems in the survey
Cheryl A. Hipenbecker

11:25 AM Easements

- Understanding and explaining easements
- Negotiating easements
- Drafting easements
Jessica J. Shrestha

12:15 PM Lunch (on your own)

1:15 PM Closings

- Checklists for buyers and sellers
- Preparation of closing documents
- Closing statements
- Conducting the closing
Scott J. Hutchison

2:15 PM Title Considerations

- Overview of title commitment and insurance
- Exceptions to coverage
- Liens and encumbrances
- Verification of title insurance
- Gap coverage
Duane H. Wunsch

3:05 PM Question and Answer

3:15 PM Program Concludes

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

Faculty

Program Chair and Presenter

Mark C. Young
Attorney at Law
Milwaukee

Presenters

Cheryl A. Hipenbecker
Knight Barry Title, Inc.
Milwaukee

Scott J. Hutchison
Knight Barry Title, Inc.
Milwaukee

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

Patrick R. Oszewski
Storm, Balgeman & Klippel, S.C.
Wauwatosa

Duane H. Wunsch
Fidelity National Title Group
Brookfield

Dates Location

Live Madison Seminar

Thursday, February 6, 2020
State Bar Center
5302 Eastpark Blvd.
Madison, WI
(608) 257-3838

Live Webcast

Thursday, February 6, 2020

Webcast Replays

Friday, February 14, 2020
Thursday, February 20, 2020
Tuesday, February 25, 2020
Wednesday, March 4, 2020
Friday, March 13, 2020

Additional webcast replay dates are available for this program. Visit 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 **6.5 CLE credits**. It does not qualify for EPR credits.

Registration

ONLINE: www.wisbar.org/seminars

PHONE: (800) 728-7788

FAX: (608) 257-5502

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

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.

About the Build Your Practice Series

The Build Your Practice Series from State Bar of Wisconsin PINNACLE® introduces you to the fundamentals of various practice areas. Gain the tools and information you need to develop a new area of practice and expand your firm's offerings. Build Your Practice Series programs are endorsed by the State Bar's Young Lawyers Division.



The 2020 Build Your Practice Series programs are sponsored by:



Book Sale!

Real Estate Transactions System

Save 20% on the *Real Estate Transactions System*.* It includes a Master Information List that divides a real estate transaction into a seven-step process. Streamline your office procedures and complete more dealings with efficiency!

Use **discount code CA2989** 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: ~~\$235~~ \$188 | **Nonmember:** ~~\$295~~ \$236

Books UnBound® Subscription: #AE0078
Member: ~~\$175~~ \$140 | **Nonmember:** ~~\$219~~ \$175.20

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Additional Learning Opportunities

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

Understand how duties and obligations differ between agent and attorney. Learn how to prepare obstacles in real estate transactions. Receive advice on inspections, financing, and titles. Help clients close under ideal conditions. **7 CLE**

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

Wisconsin's Real Estate Transfer Tax - 2019

Learn how to properly complete a Real Estate Transfer Return (RETR). Hear from Wisconsin Department of Revenue experts. Avoid the top ten mistakes in completing RETRs. Understand pertinent exemptions to avert paying unnecessary tax or steep penalties. **1 CLE**

CLE OnDemand Seminar: #CA2916D; **Member:** \$89 | **Nonmember:** \$139

Real Estate Enhanced Forms Library

Access nearly 250 real estate documents, including loads of helpful checklists and forms. Also find sample language for everything from bylaws to restrictions. Every document is fully customizable and regularly updated.

Online subscription: #FSFBD000; **Members only:** \$145

NOTICE: By attending this State Bar event, you understand and agree that you may be photographed and/or electronically recorded during the event and you hereby grant to the State Bar the right to use and distribute your name and likeness for promotional or educational purposes without monetary compensation. The State Bar assumes no liability for such use.

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Priority Code: **S 3 6 9 6 B**

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"/> YLD Member*	<input type="checkbox"/> \$229	<input type="checkbox"/> \$209	<input type="checkbox"/> \$239
<input type="checkbox"/> Nonmember	<input type="checkbox"/> \$329	<input type="checkbox"/> \$309	<input type="checkbox"/> \$339
<input type="checkbox"/> Ultimate Pass Subscriber	<input type="checkbox"/> \$20	<input type="checkbox"/> \$0	<input type="checkbox"/> \$0
<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:** Thursday, February 6, 2020 – Madison
- Live Webcast:** Thursday, February 6, 2020
- Webcast Replay:** Friday, February 14, 2020
- Webcast Replay:** Thursday, February 20, 2020
- Webcast Replay:** Tuesday, February 25, 2020
- Webcast Replay:** Wednesday, March 4, 2020
- Webcast Replay:** Friday, March 13, 2020

Lawyer State Bar Member No. _____

Nonlawyer Profession _____

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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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