



# 18th Annual Commercial Real Estate Update

Program dates start November 19. Register today!

**4 CLE**

# 18th Annual Commercial Real Estate Update

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

## Keep on track in the midst of... well... everything

The pandemic created a lot of challenges in the commercial real estate world including rent deferrals, bankruptcies, and empty office buildings. So, what is the current state of commercial real estate, and what trends should your clients embrace? How should your practice adapt?

Find answers at the *18th Annual Commercial Real Estate Update*. From e-closings and remote notarizations to tenant buildouts and construction insurance, you'll receive the info you need to provide the best legal guidance for your clients on a variety of trending issues. Learn how to protect yourself from pitfalls in real estate transfers, and explore real estate tax matters every commercial real estate attorney should know.

## How you'll benefit:

- Be prepared for a DOR audit on real estate transfer exemptions
- Understand risk management implications and elements of drafting effective leasehold construction process provisions
- Know the latest in e-closings and remote notarizations

## Who should attend:

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

**Register now!**

## Schedule

- 8:30 AM** **E-Notaries and Closing Updates**  
*Ethan B. Schwenker*
- 9:20 AM** **Real Estate Tax Issues and Tax Assessment Considerations**  
*Karla M. Nettleton*  
*Sara S. Rapkin*
- 10:10 AM** **Break**
- 10:25 AM** **Real Estate Transfer Fee Issues**  
*Kristina E. Somers*  
*Maya S. Zahn Rhine*
- 11:15 AM** **The Underappreciated Yet Captivating Ecosystem of Leasehold Construction**
- Issue spot and understand risk management implications for several elements of drafting effective leasehold construction process provisions
  - Drafting effective leasehold construction insurance provisions  
*Brian D. Anderson*
- 12:05 PM** **Program Concludes**

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

## Faculty

### Program Chair & Presenter

**Maya S. Zahn Rhine**

Reinhart Boerner Van Deuren, S.C.  
Madison

### Presenters

**Brian D. Anderson**

ERDMAN Company  
Madison

**Karla M. Nettleton**

Reinhart Boerner Van Deuren, S.C.  
Milwaukee

**Sara S. Rapkin**

Reinhart Boerner Van Deuren, S.C.  
Milwaukee

**Ethan B. Schwenker**

First American Title Insurance Co.  
Madison

**Kristina E. Somers**

Reinhart Boerner Van Deuren, S.C.  
Milwaukee

## Credits

This program will be submitted to the Wisconsin Board of Bar Examiners for **4 CLE credits**. It does not qualify for EPR credit.

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

## Dates

### Live Webcast

Friday, November 19, 2021

### Webcast Replay

Wednesday, December 1, 2021

Thursday, December 9, 2021

Friday, December 17, 2021

Monday, December 20, 2021

Wednesday, December 29, 2021

Wednesday, January 5, 2022

Saturday, January 8, 2022

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

## Registration

**Online:** [www.wisbar.org/seminars](http://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.

**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](http://wisbar.org) up to two days prior to and 90 days after your seminar.

## Book Sale!

### Commercial Real Estate Transactions in Wisconsin

SAVE 20% on *Commercial Real Estate Transactions in Wisconsin*.\*

Plus, all seminar attendees receive a free two-week trial of the Books UnBound® version. Keep your commercial real estate transactions running smoothly – from the very beginning through closing.

Use discount code **CA3156** when you order online at [wisbar.org/AK0341](http://wisbar.org/AK0341) or by calling (800) 728-7788.

**Print Book:** #AK0341; 680+ pp; 2nd Ed., 2015-16 (Incl. 2017-18 and 2019-20 supplements.)

**Member:** ~~\$210~~ \$168 | **Nonmember:** ~~\$263~~ \$210.40

**Books UnBound Subscription:** #AE0341\_SUB

**Member:** ~~\$189~~ \$151.20 | **Nonmember:** ~~\$236.25~~ \$189

\*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

### Property Assessment and Taxation in Wisconsin

Familiarize yourself with the process of assessing property value and know how and when to file an appeal. Understand the elements of property tax exemptions, including: statutory provisions, process, and how to qualify for and maintain available exemptions. **3 CLE**

**Live Webcast:** Nov. 18, 2021

**Webcast Replay:** Nov. 24, 2021 | Nov. 29, 2021 | Dec. 10, 2021 | Dec. 16, 2021  
Dec. 21, 2021 | Dec. 29, 2021 | Jan. 5, 2022 | Jan. 11, 2022

### Contract Law in Wisconsin

Explore the issues you'll encounter as you create and enforce a contract, such as whether a contract is enforceable, who has rights and obligations, evaluating whether a contract has been performed, and identifying contract remedies. (Includes 2020-21 supplement)

**Print Book:** #AK0040; 894+ pp.; 5th ed. 2018-19; **Member:** \$255 | **Nonmember:** \$319

**Books UnBound Subscription:** #AE0040\_SUB; **Member:** \$199 | **Nonmember:** \$248.75

### Real Estate Enhanced Forms Library

Access more than 240 real estate documents, including loads of helpful checklists and forms. Also find sample language for everything from bylaws to restrictions.

**Online subscription:** #FSFBD000; **Members only:** \$145  
(Discounts available on multi-user subscriptions)

## One Fee. Unlimited CLE.



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## 18th Annual Commercial Real Estate Update

Priority Code: S 4 0 1 6 B

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### WEBCAST DATES:

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**\*THE \$50 RPPT SECTION DISCOUNT** applies ONLY to 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 Real Property, Probate and Trust Law Section may discontinue this discount at any time.

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Event Code: CA3156 W R R2 R3 R4 R5 R6 R7