



STATE BAR OF WISCONSIN

PINNACLE

Your Practice. Our Purpose.



Basic Residential Real Estate Transactions

Program dates start January 27. 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
- General practitioners

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
- Gain insight on how to issue spot at every stage of the deal
- Get dozens of sample forms and checklists for closing
- Know where to find the most up-to-date resources for your practice

Register now!

Schedule

- 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 program start time, 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

Webcast Seminar

Friday, January 27, 2023
Thursday, February 2, 2023
Wednesday, February 8, 2023
Friday, February 17, 2023
Monday, February 20, 2023
Tuesday, February 28, 2023
Friday, March 10, 2023
Thursday, April 13, 2023
Wednesday, May 3, 2023

Additional webcast replay dates are available for this prerecorded program. Visit wisbar.org/seminars for more information and to register.

Credits

This prerecorded program will be submitted to the Wisconsin Board of Bar Examiners for **6.5 CLE credits**. It does not qualify for EPR credits.

Registration

ONLINE: 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/cancellations for information on PINNACLE registration cancellation policies.

Course Materials for Attendees: Course materials are provided in PDF format and are downloadable from *myStateBar* on wisbar.org up to two days prior to and 90 days after your seminar.

Young lawyers save \$20! Young Lawyers Division Members receive \$20 off any of the Build Your Practice Series seminars. Young Lawyers Division members are 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.)

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.

**BUILD
YOUR
PRACTICE**



This program is sponsored by:

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Book Bonus!

Real Estate Transactions System

Seminar attendees will enjoy a **free two-week trial** of the *Real Estate Transactions System Books UnBound*® title and an invitation to **save 20%** on either a one-year subscription to the Books UnBound title or the purchase of the print book.* Discover a system for collecting and organizing client information that helps you manage real estate deals more efficiently.

*Attendees will receive information to access the free trial and discount via email after attending the program. 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

Annual Real Estate Update 2022

The *Annual Real Estate Update 2022* is here with the guidance and insight you need to keep your real estate practice on the cutting edge. Understand how to navigate the current housing market, learn how to protect yourself from common ethical missteps, and get up-to-speed on the most important trends and case law from the past year. **7 CLE | 1 EPR**

Webcast Replay: Dec. 16, 2022 | Dec. 21, 2022 | Dec. 29, 2022 | Jan. 20, 2023 | Jan. 25, 2023
CLE OnDemand Seminar: #CA3314D

Wisconsin Law of Easements and Restrictive Covenants

If you deal with real property transactions, you need the *Wisconsin Law of Easements and Restrictive Covenants*. It provides a comprehensive look at the relevant statutes and case law, and delves into evolving issues and helps you avoid common pitfalls, allowing you to provide more effective representation.

Print Book: #AK0202; 306+pp.; 6th ed. 2021-22; **Member:** \$179 | **Nonmember:** \$223.75
Books UnBound Subscription: #AE0202_SUB; **Member:** \$176 | **Nonmember:** \$220

Real Estate Enhanced Forms Library

Access the forms you need to complete real estate transactions in just minutes with a subscription to the *Real Estate Enhanced Forms Library*. The *Library* contains the most up-to-date forms, easily searchable by title and keyword. Make frustration a thing of the past with the right forms always at your fingertips.

Online subscription: #FSFBD000; **Members only:** \$149/year
(Discounts available on multi-user subscriptions.)

Basic Residential Real Estate Transactions

Priority Code: S 4 1 8 3 B

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<input type="checkbox"/> State Bar Member	<input type="checkbox"/> \$269
<input type="checkbox"/> Nonmember	<input type="checkbox"/> \$349
<input type="checkbox"/> YLD Member*	<input type="checkbox"/> \$249
<input type="checkbox"/> Ultimate Pass Subscriber	<input type="checkbox"/> \$0
<input type="checkbox"/> Passbook Certificate	<input type="checkbox"/> 1 Certificate

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Lawyer State Bar Member No. _____

Nonlawyer Profession _____

Name _____

Firm Name _____

Address _____

City/State/Zip _____

Phone Number _____

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PAYMENT: Tuition Amount Enclosed \$ _____

State Bar Passbook Certificate (enter certificate number) # _____

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Ultimate Pass Gold Ultimate Pass Silver Ultimate Pass Bronze

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*** 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.

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.

Mail to: State Bar PINNACLE Registrations
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Event Code: CA3398 W R R2 R3 R4 R5 R6 R7 R8 R9