



*Ensure your next
real estate closing
goes smoothly!*



Avoiding Common Problems in Residential Real Estate Closings

with Lisa Laredo

Thursday, November 21, 2019
Live webinar with chat
*includes 60 day replay**

9:00 am – 10:30 am (Pacific)
10:00 am – 11:30 am (Mountain)
11:00 am – 12:30 pm (Central)
12:00 pm – 1:30 pm (Eastern)
1:00 pm – 2:30 pm (Atlantic)
1:30 pm – 3:00 pm (Newfoundland)

**This program features real-time audio of the presenter with synchronized presentation slides, and a chat feature that allows for live Q & A. SK attendees please verify whether you align with Central (MB) or Mountain (AB) time based on season and location.*

WHO SHOULD ATTEND

This program is suitable for all lawyers who represent parties in residential real estate transactions.

ABOUT THE PROGRAM

While many residential real estate closings go as planned, there are some problems that can delay or even thwart a closing. From last-minute financing troubles to disagreements about the fine print, these deal-busters present significant risks for buyers and sellers, and for their lawyers. Can you recognize them before they spell trouble for you? Do you have the knowledge and skills you need to safely save or terminate a transaction that falls apart?

This practical, 90 minute webinar will highlight common - and not-so-common - issues that can lead to catastrophe. Using real-world examples, experienced real estate lawyer Lisa Laredo will identify and explain problems that jeopardize real estate closings, and offer advice on how to avoid them, or address them when they occur. You'll improve your ability to fully advise and protect your client, spot and understand red flags in key documents, resolve potentially devastating title defects, effectively handle transactions that do not close, and more.

Any real estate closing, no matter how seemingly ordinary, might have the key components for disaster. Get the clear transactional guidance and troubleshooting tips you need to avoid last-minute surprises, and represent your client with confidence. Register today and make sure your next real estate closing runs smoothly!

SCHEDULE (Eastern)

12:00 pm - 1:30 pm

Welcome and Introduction

Communication: Avoiding Misunderstanding

**Contract Matters: Conditions, Representations,
Warranties & More**

**Condition of Physical Improvements &
Latent Defects**

Title Defects

Financing

Extensions of Closing Date

Tender

Breach of Contract Remedies

Program Wrap-Up and Evaluation

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MEET YOUR PRESENTER



Lisa Laredo is the founder of Laredo Law, a boutique law firm in mid-town Toronto focused on Wills & Estates and Real Estate Law. She advises clients on a wide range of matters including residential and commercial purchases and sales, commercial leasing, public and private mortgages, refinancing, wills, trusts, powers of attorney, substitute decision making, and estate planning and administration. Before attending law school, Lisa spent four years in South Korea where she worked for Samsung. After returning to Toronto, she attended law school at the University of Windsor and split her articles between a criminal law firm in Toronto, and Freshfields Bruckhaus Deringer, an international law firm in Frankfurt, Germany. She then worked as an associate in a boutique corporate law firm in Germany. Lisa is a popular legal writer and speaker. She has appeared on a number of radio, television and podcast programs, including for CBC and CityTV. Her articles are regularly featured in *Lawyers Weekly*, *Lawyers Daily*, *The Toronto Star*, *Canadian Press*, and *The Advocate Daily*.



BC: This program has been approved for 1.5 CPD hours.

ON: This program contains 1.5 Substantive hours.

SK: This program has been approved for 1.5 CPD hours.

NB: This program has been approved for 1.5 CPD hours.

Lawyers in other mandatory CPD jurisdictions may count their attendance towards their CPD requirement/plan.

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PRAISE FOR PAST PROGRAMS

- “The presenter used relevant examples and went through the materials at a great pace.”
- “The content was meaningful and applied to many different types of agreements. I am very pleased with this presentation.”
- “One of the most informative and applicable courses I have taken.”
- “Very practical presentation that dealt with matters that arise constantly in my practice.”

✓ Yes, I want to attend **Avoiding Common Problems in Residential Real Estate Closings**

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* Materials will be distributed electronically in advance. Live webinars feature real-time audio of the presenter with synchronized presentation slides, and a chat feature that allows for live questions and verbal responses by the presenter. The recording of the webinar is available for 60 days.

REGISTRATION FEE:

On or before October 25, 2019: \$140.00 + \$18.20 (13%) HST* = \$158.20 - Save \$25.00!

After October 25, 2019: \$165.00 + \$21.45 (13%) HST* = \$186.45

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*With ON HST. Please adjust tax for attendee's province as follows: 5% in AB, BC, MB, NWT, NU, SK, YK. 13% in ON. 15% in NS, NB, PEI & NL.

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