



Back by demand!
New Covid-19 updates
& best practices for
2021 and beyond!



Common Problems in Residential Real Estate Closings: What's New?

with Lisa Laredo

Thursday, July 8, 2021
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

All lawyers who represent parties in residential real estate transactions should attend this program.

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 simple miscommunications to last-minute financing troubles, lawyers need to be alert to the early signs of potential deal-busters and have the knowledge and skills to safely save or terminate a transaction that falls apart. Never has the fragility of a timely and successful closing been clearer than during Covid-19. Closed offices, social distancing and other logistical issues are continuing to create challenges for buyers, sellers, lenders, and their counsel. So, what pre-pandemic practices and procedures effectively catch common problems in residential real estate closings, and what adjustments do we need to make to ensure smooth closings in 2021 and beyond? This highly practical, 90-minute webinar with experienced real estate lawyer Lisa Laredo will review some of the most common misunderstandings and oversights that have traditionally jeopardized closings, and offer insights on how Covid-19 has impacted transactions and how to trouble-shoot old and new issues as they occur. You'll improve your ability to fully advise and protect your client, conduct a successful remote closing, and competently handle transactions that don't close. Get the real-world guidance you need to represent your client with confidence and avoid last-minute surprises. Register today and make sure your next real estate closing goes as planned!

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

Remote Execution of Documents

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 LISA'S 2019 PROGRAM

- "Excellent presenter. Liked the practical focus with case references. Obviously well-prepared."
- "Very good program. I would attend another program with this presenter. Thank you."
- "Very informative program, useful, practical tips."
- "Appreciated getting the checklists, slides and example forms."
- "I practice in a different province than the presenter and still found the information provided useful."

✓ **Yes, I want to attend Common Problems in Residential Real Estate Closings: What's New?**

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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 June 18, 2021: \$140.00 + \$18.20 (13%) HST* = \$158.20 - Save \$25.00!

After June 18, 2021: \$165.00 + \$21.45 (13%) HST* = \$186.45

*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.

Register online: <http://seminarpartners.ca/register-for-courses/>

Register by mail, fax or phone: Return this form with payment to Jennifer Snoyer, Finance and Communications Coordinator, Seminar Partners, 2300 Yonge Street, Suite 1600, Toronto, ON M4P 1E4 Tel. 1.866.606.4212 or 647.352.8633 Fax 416.549.1619. Email: jennifer@seminarpartners.ca. Registration fee is refundable less \$50 admin fee if written cancellation received 10 working days before the program. No refunds will be made after the cancellation date. Program content, speakers and location may change without notice. See our website for all policies. In the event of program cancellation, our liability is limited to refund of registration fees. GST/HST #848208492

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