



Legal Education  
Society of Alberta

# Real Estate Essentials



**MASTER** real property transaction fundamentals. Learn to conduct a residential real estate file with competence and confidence.

Your lifelong partner in continuing legal excellence



Legal Education  
Society of Alberta

## Dates & Locations

### EDMONTON

March 10, 2017

Chateau Louis Hotel  
& Conference Centre  
11727 Kingsway NW

### CALGARY

March 17, 2017

Clarion Hotel  
& Conference Centre  
2120 16 Avenue NE

9:00 AM–4:30 PM

### Who Should Attend

This program is targeted to lawyers in their first five years of practice who have some experience in real estate law and wish to explore the fundamentals of a real property transaction. Topics covered will be basic or low-intermediate. This program may also be of interest to legal support staff.

### CHAIR

**Lubos K. Pesta QC**  
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Calgary, Alberta

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Alberta Lawyers  
Insurance Association  
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**Jim Reich**  
Reich Law  
Calgary, Alberta

**Linda L. Wright**  
Laurier Law Office  
Edmonton, Alberta



*This course will be available  
as a seminar on demand.*



Examine residential real property transactions in detail, including reviewing purchase contracts, reviewing title, preparing mortgage documents, conducting client meetings, attending to closing, and completing lender and client reports.

Develop critical skills to ensure the use of best practices. Explore essential topics, including:

- the basics of a residential real estate practice;
- key terms and common issues in residential real estate purchase contracts;
- recent amendments to standard form purchase contracts;
- protecting clients' interests, advising clients, and conducting client meetings;
- the Protocol and title insurance – what they are, why and when to use them, and what to do if something goes wrong;
- assessing the reasonability of trust conditions;
- Real Property Reports and related issues;
- mortgage terms, commitments, instructions, and disclosure;
- fiduciary obligations when representing the lender and the borrower;
- common mistakes and how to avoid them;
- typical reasons for Land Titles rejections; and
- emerging issues, such as LTO e-submissions and Law Society trust account initiatives.

Solidify your understanding of these essential topics by observing experienced lawyers put these concepts into action through scenario role plays and panel discussions.

## Thank You

The success of our programs relies on the generous contributions of time, talent, and energy from all our volunteers. We greatly appreciate the work of our volunteers and their service to the profession.

EDMONTON | March 10, 2017  
CALGARY | March 17, 2017

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### REGISTER ONLINE

Register online to reserve your spot in this program.

- 1 Visit **LESA.org**.
- 2 Enter the seminar code **62032** into the “Search our catalogue” field.
- 3 Add to your cart, **complete** your purchase, and **mark** your calendar.

### MORE REGISTRATION OPTIONS

**MAIL:** 2610 - 10104 103 Avenue  
Edmonton, Alberta T5J 0H8

**PHONE:** 780.420.1987

**TOLL FREE IN AB:** 1.800.282.3900

**EMAIL:** lesa@lesa.org

**FAX:** 780.425.0885

- EDMONTON** March 10, 2017
- CALGARY** March 17, 2017
- EARLY BIRD:** On or before February 7, 2017 \$355 + GST (Lunch is included.)
- REGULAR:** \$395 + GST (Lunch is included.)
- I am unable to attend this seminar, but please email me when the seminar on demand (materials and video recordings) is available.

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- I live more than 250km (one way) driving distance (50% reduction in fees)\*
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**CANCELLATIONS:** Registration fees, less a \$50.00 administration fee, will be refunded for cancellations received in writing at least 3 full business days prior to the seminar. Refunds cannot be given after that date; however, seminar materials, if any, will be forwarded. Registrant substitution is permitted at all times. **GUARANTEE:** We take pride in offering high quality programs. If this program does not meet your expectations, please contact us about our money back guarantee. **RECORDING:** This program is being audio/video recorded and will be retained by LESA for the purpose of providing legal education.

Please make cheques payable to the Legal Education Society of Alberta

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