



49th Annual Refresher: Real Estate

Add-on Program: **Alberta Land Titles Online**

*Discover
the keys!*

#2016Refresher

REAL ESTATE

Lake Louise - April 24-26, 2016 | Alberta Land Titles Online - April 23, 2016

Don't miss this opportunity to review common practice, gain insight on thorny issues, and discuss new methods. Also attend the Add-on Program to discover how to handle new online real estate transactions.



Your lifelong partner in continuing legal excellence | blog.lesaonline.org

Refresher: Real Estate

LEARNING LEVEL | ALL

HONORARY CHAIR

Hon. Justice B. Browne
Court of Queen's Bench of Alberta
Edmonton, Alberta

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Mae Chow Duncan Craig LLP Drayton Valley, Alberta	Ronald Sorokin Witten LLP Edmonton, Alberta
Craig Hill Dentons Canada LLP Calgary, Alberta	Curtis D. Woollard Land Titles North Edmonton, Alberta

*The generous contributions of time,
talent, and energy from all of our
volunteers make every Legal Education
Society of Alberta program a great success.
We greatly appreciate the work of our
volunteers and their service
to the profession.*

FACULTY

Heather M. Bonnycastle QC McLeod Law LLP Calgary, Alberta	Tim Mavko Reynolds Mirth Richards & Farmer LLP Edmonton, Alberta
Cyril Gurevitch QC Gurevitch Burnham Law Office Grande Prairie, Alberta	Jason S. McCulloch Witten LLP Edmonton, Alberta
Kristin Ailsby Davidson & Williams LLP Lethbridge, Alberta	John M. McDougall Scott Venturo LLP Calgary, Alberta
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Khalil Haji KH/Dunkley Law Group Calgary, Alberta	Paul J. Unger Affinity Consulting Group Columbus, Ohio
Roger Lennartsson Thorne & Thorne Fort McMurray, Alberta	Ebony Verbonac CPA, CA KPMG Lethbridge, Alberta
Ryan MacKay MacKay Real Property Law Calgary, Alberta	Hugh Willis Willis Law Edmonton, Alberta
Frank Maggisano Stewart Title Guaranty Company Toronto, Ontario	Curtis D. Woollard Land Titles North Edmonton, Alberta

WHO SHOULD ATTEND

This Refresher program is targeted to all lawyers who practice in the area of real estate. The conference offers a wide range of programming, including a review of common practice, insight on thorny issues, and an introduction to new methods.

Alberta Land Titles Online

LEARNING LEVEL | ALL

LOCATION & DETAILS

LAKE LOUISE, ALBERTA
Saturday, April 23, 2016

The Fairmont Chateau Lake Louise
111 Lake Louise Drive

9:00 AM – 4:30 PM

PROGRAM DESCRIPTION

Don't miss out! Learn about significant upcoming changes to how real estate transactions are handled in Alberta. This add-on program is targeted to all practitioners who practice in the area of real estate.

CHAIR

Curtis D. Woollard
Land Titles North
Edmonton, Alberta

FACULTY

Joshua Allen
Main Street Law LLP
Spruce Grove, Alberta

Jamie Stewart
Stewart Law Group
Canmore, Alberta

Darlene W. Scott
Dentons Canada LLP
Edmonton, Alberta

Michael D. Thomas
Birdsell Grant LLP
Stony Plain, Alberta



This course will be available as a seminar on demand

Topics

eSignature | Jamie Stewart

Changes to the *Land Titles Act* will allow practitioners to execute real estate purchase/sale contracts and other related documents with an electronic signature. Discuss how electronic signatures will affect your day-to-day practice, and review arising procedural concerns.

Collaborative Real Estate Environment | Joshua Allen & Michael D. Thomas

Exchanging documents will look different under the *Land Titles Act*. Examine how to handle a real estate transaction without physical documents.

- Work through an example of the collaborative process.
- Learn how to populate documents in the shared environment.

Trust Conditions | Darlene W. Scott

Discuss the effects of the new changes on trust conditions and undertakings.

- Understand what gets exchanged and what the rules are.
- Cover types of trust conditions and how to comply with them.

Land Titles Office Procedures | Curtis D. Woollard

Understand how the new process will affect workflow at the Land Titles Office. Learn how the 'queue' will work, when protocol applies, and what intervening registrations look like. Review what the Land Titles Office staff will look for and what will generate a return for deficiencies.

REGISTRATION: \$295 + GST (with Refresher registration); \$395 + GST (Saturday only) | Lunch is included

April 23, 2016 (Add-on Program) 3

Schedule At-a-Glance

ALBERTA LAND TITLES ONLINE

SATURDAY, APRIL 23

8:30 AM – 9:00 AM	Registration
9:00 AM – 12:00 PM	Alberta Land Titles Online
12:00 PM – 1:00 PM	Networking Lunch
1:00 PM – 4:30 PM	Alberta Land Titles Online

49TH ANNUAL REFRESHER: REAL ESTATE

SATURDAY, APRIL 23

5:00 PM – 7:00 PM	Refresher Registration & Opening Reception
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SUNDAY, APRIL 24

7:30 AM – 8:15 AM	Continental Breakfast
8:15 AM – 12:00 PM	Keynote Address
12:00 PM – 1:00 PM	Networking Lunch
1:00 PM – 4:30 PM	Session

MONDAY, APRIL 25

7:30 AM – 8:30 AM	Continental Breakfast
8:30 AM – 12:00 PM	Session
12:00 PM – 1:00 PM	Networking Lunch
1:00 PM – 4:30 PM	Session
6:00 PM – 8:30 PM	Banquet & Entertainment

TUESDAY, APRIL 26

7:30 AM – 8:30 AM	Continental Breakfast
8:30 AM – 11:30 AM	Session
11:30 AM – 12:30 PM	Networking Lunch
12:30 PM – 3:30 PM	Session

#LESAsnapshot

Snapshot Sessions with Jason S. McCulloch!

These 10-15 minute TED-style talks cover topics such as protocol, trust cheques, and real property reports.

MATERIALS



Materials for the 6 Refresher sessions are provided to all registrants electronically; they are available for download in advance and are provided on a USB drive for use onsite during the conference. You can **prepurchase printed materials by April 8** for an added fee of **\$75 + GST**. Printed materials cannot be ordered onsite.

KEYNOTE ADDRESS

Honorary Chair: Hon. Justice B. Browne

Keynote Speaker: Paul J. Unger



Paul J. Unger is a national speaker, writer, and thought-leader in the legal technology industry. He is an attorney and founding principal of Affinity Consulting Group, a nationwide consulting company providing legal technology consulting, continuing legal education, and training.

He served as Chair of the ABA Legal Technology Resource Center (2012–2014) and Chair of ABA TECHSHOW (2011). Mr. Unger is a member of the American Bar Association, Columbus Bar Association, Ohio State Bar Association, Ohio Association for Justice, and Central Ohio Association for Justice; he also works as an Adjunct Professor for Capital University Law School's paralegal program. He specializes in document and case management, paperless office strategies, trial presentation, litigation technology, and legal-specific software training for law firms and legal departments. In his spare time, he likes to run and restore historic homes.

Tame the Digital Chaos – Distraction & Time Management

Today lawyers are constantly distracted by technology, connectivity, and information overload. These distractions cause very smart people to underperform. Too many time management seminars simply ignore the advantages and evils of technology. In this session, you will learn how to take back control – and own your technology instead of it owning you – with distraction management techniques and practical time management methodologies that let you regain control of your day.

Practice Pointers 1 | Chair: Mae Chow

Rare but Relevant: Adverse Possession and Specific Performance | Jeffrey R. Fixsen

Review the current status of the law concerning adverse possession and specific performance in Alberta.

Title Insurance | Mae Chow, Ryan MacKay & Frank Maggisano

Explore the title insurance claim process.

- Review the most common claims, and analyze what makes a claim covered or not under a title insurance policy.
- Participate in a moderated Q & A period to learn more about dealing with title insurance claims from a lawyer who has experience using title insurance.

Real Estate Tips for the Rural Practitioner | Cyril Gurevitch QC

Discuss differences that arise in practices outside of Edmonton and Calgary, from unusual agricultural and oil and gas encumbrances to financial institutions that may not facilitate your real estate closing.

Practice Pointers 2 | Chair: Shaun Partridge QC

Lawyer-to-Lawyer Relations | Khalil Haji

The interaction between lawyers affects how smoothly a transaction goes and how able the parties are to overcome disagreements. As such, focus on learning strategies to create better lawyer-to-lawyer relationships. Also consider the proper use of trust conditions and undertakings as well as the proper procedures for reporting breaches of Law Society Rules, trust conditions, and undertakings.

Residential Mortgage Issues | Roger Lennartsson

Review increasingly significant factors affecting mortgages in the residential conveyancing practice. Discuss practical examples related to several issues:

- Managing issues with instructions,
- Handling impractical or impossible conditions and lenders, and
- Dealing with mortgage fraud issues (and spotting the warning signs).

The 3 Ps to Residential Real Estate Transactions: Paper, People, and Property | Kristin Ailsby

Although typically on top of the paper and the property, lawyers sometimes forget to put the people – and most importantly, the clients – front and centre. Discover practical tips for managing the expectations of clients, lenders, brokers, realtors, and others with effective meetings and clear communications throughout the entire transaction.

Alberta Land Titles Online: Summary Session | Curtis D. Woollard

Understand how the new process will affect workflow at the Land Titles Office. Learn how the 'queue' will work, when protocol applies, and what intervening registrations look like. Review what the Land Titles Office staff will look for and what will generate a return for deficiencies.

Commercial | Chair: Ronald Sorokin

Foreign Ownership of Land | Mark Christensen

Review the *Foreign Ownership of Land Regulation (Alberta)* and its practical application on real estate transactions within the province. Discuss implications of the disclosure requirements for publicly traded entities, trusts, and limited partnerships. Cover various available exemptions, and understand how to obtain an Order-In-Council application.

Expropriation | Debi Piecowye

Expropriation is a powerful tool used by public authorities to acquire interests in land from owners unable or unwilling to sell; the effect on the owner of that land can be significant. Gain an overview of the expropriation process, compensable damages, and legal issues so that you are better prepared to work with a client affected by expropriation.

Builders' Liens | Tim Mavko

Explore builders' lien issues that affect commercial real estate, including holdbacks, trust claims, disclosure obligations, and landlords' lien liability for tenant improvements. Also discuss what it means for a transaction when a builders' lien is registered and what can be done to keep the deal going.

Condominiums | Chair: Craig Hill

Top 10 Considerations when Acting for a Purchaser | Heather M. Bonnycastle QC

Gain insight into the top calls the Law Society receives with respect to condos. Discuss protocol, bylaws, boards, plans, estoppels, buying into a corporation, and more.

Recent Case Commentary | John M. McDougall

Review recent cases to learn what not to do and what types of situations to avoid in your own practice. Cover cases relating to disclosure, bylaw enforcement, owner eviction, and more, with example cases including *Scott*, *Watersedge*, and *Farcus*.

New Home Buyers Protection Legislation | Hugh Willis

Cover relevant sections of the proposed *Condominium Property Act*, pending amendments, and regulations, focusing on the implications of potential changes.

Tax | Chair: Murray Pritchard

Non-Resident Vendors, GST, and Other Tax Considerations | Ebony Verbonac CPA, CA

Join in a collaborative discussion to help you recognize GST and non-resident requirements. Learn how to identify issues surrounding non-resident vendors and how to better advise your clients regarding their withholding requirements. Also discuss the tax environment as it relates to GST and special real estate transactions.

Farm Property Transactions | Jason Stephan

Transacting with farm properties may avail unique tax issues and planning opportunities. Consider such issues and opportunities in the context of reorganizing farm businesses for sales and successions of farm properties.

Refresher

ACCOMMODATIONS & ACTIVITIES

ACCOMMODATIONS



111 Lake Louise Drive
Lake Louise, Alberta T0L 1E0
FAX: 403.522.3834
CALL: 1.866.540.4413
or 1.800.441.1414

**To receive this rate,
reserve by
March 22, 2016.**

\$269 per night Standard Fairmont Mountain View Room

(Plus an additional \$10 per person service charge. Applicable taxes and resort fees extra. Each extra person sharing a room over and above double occupancy will be charged an additional \$30 per night, except for children 18 years or younger sharing a room with their parents.)

LESA has obtained this special room rate by contracting a total meeting package. LEESA must meet minimum food, beverage, and hotel room pickup requirements or face attrition and/or meeting room rental. We need your help to continue offering a reasonable registration fee. Please take advantage of the room rate we have negotiated.

There are a limited number of rooms available at this special rate.

RESERVATIONS: Reserve online at <https://resweb.passkey.com/go/lesa2016> or by calling the Reservations Department (403.522.1830) or the Global Reservation Centre (1.800.441.1414). To obtain the LEESA group rate, indicate that you are with the Legal Education Society of Alberta.

Your hotel reservation DOES NOT constitute registration in the course.

ARRIVAL: Check-in time is 4:00 PM; check-out time is 12:00 PM. Notify the hotel if you require late check-in. Otherwise, reservations are held until 6:00 PM. An early departure fee is in effect; however, you can change your departure date with no penalty up to and including check-in time.

PARKING: Self-parking rates are \$25 per day.

GUEST PROGRAM – HOW DO YOU FONDUE?

Monday, April 25

1:00 PM – 2:30 PM

How Do You Fondue is the perfect Monday afternoon activity for your guests to enjoy! They'll learn how to create the perfect Swiss Fondue party: starting with aromatic cheese fondue, moving on to savory meats and seafood, all culminating with the ultimate rich and creamy chocolate fondue.

Space is limited to 25 registrants. See the last page of this brochure for registration details.



BANQUET & ENTERTAINMENT

Monday, April 25

Cocktails: 6:00 PM – 6:30 PM

Dinner & Entertainment: 6:30 PM – 8:30 PM

Your registration includes one complimentary ticket. Additional tickets are available. See the last page of this brochure for details. No formal dress code required, business casual recommended.



Legal Education
Society of Alberta

49th Annual Refresher: Real Estate

Add-on Program: Alberta Land Titles Online

ONLINE REGISTRATION

Immediately reserve your spot in these programs. Register online!

- 1 Visit LESA.org
- 2 Use "Search our catalogue" to find Alberta Land Titles Online (31995) and the Refresher (31996).
- 3 Add to your cart, complete your purchase*, and mark your calendar!

**Indicate required printed materials, additional banquet tickets, or How Do You Fondue tickets in the "Comments" field.*

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

Refresher registration includes:
the opening reception,
3 breakfasts, 3 lunches,
6 networking breaks,
1 gala banquet ticket,
and electronic course materials!

- A** Alberta Land Titles Online April 23, 2016, \$295 + GST (with Refresher registration)
 Alberta Land Titles Online April 23, 2016, \$395 + GST (Saturday only)
- B** Refresher April 24–26, 2016 EARLY BIRD (on or before February 16, 2016), \$1,795 + GST
 Refresher April 24–26, 2016, \$2,045 + GST
- C** My guest is participating in How Do You Fondue on Monday, April 25 at 1:00 PM, \$40 + GST
 I am attending the Banquet & Entertainment on Monday, April 25 (included in Refresher registration fee)
 I require ___ additional Banquet & Entertainment tickets, \$125 + GST (gratuities included) per additional ticket
 I require printed conference materials* in addition to the USB, \$75 + GST

**NOTE: Refresher materials are provided electronically. Printed materials must be prepurchased by April 8. See page 4 for details.*

SUBTOTAL: _____ **+ 5% GST:** _____ **TOTAL:** _____

I AM UNABLE TO ATTEND

- Please email me when the **Alberta Land Titles Online** seminar on demand (materials and video recordings) is available.
 Please email me when the **Refresher** materials are available.

NAME/NAME FOR TAG: _____

NAME FOR GUEST TAG: _____

FIRM: _____

EMAIL/PHONE NUMBER: _____

DIETARY RESTRICTIONS/SPECIAL NEEDS: _____

CARD NUMBER: _____ MASTERCARD VISA EXPIRES: _____

(Please make cheques payable to the Legal Education Society of Alberta)

CANCELLATIONS: Registration fees, less an administrative fee of **\$250 + GST** (Refresher) or **\$50 + GST** (Alberta Land Titles Online), will be refunded for cancellations received in writing at least **14** full business days prior to the program(s). Refunds cannot be given after that date; however, seminar materials, if any, will be forwarded. Registrant substitution is permitted at all times.

LESA's Privacy Policy can be found online at LESA.org | GST REGISTRATION NUMBER: R122368533