



**ATG LEGAL
EDUCATION**

REAL ESTATE FUNDAMENTALS SESSION 3: THE CLOSING PROCESS

THURSDAY, OCTOBER 4, 2007 | LISLE, ILLINOIS

DATES/LOCATIONS:

October 4, 2007

Hilton Lisle/Naperville
3003 Corporate West Drive
Lisle, IL 60532-3603
630.505.0900

CHECK-IN: 8:00 A.M.

PROGRAM: 8:30 A.M. – 12:00 NOON
(INCLUDES CONTINENTAL BREAKFAST)

ATTENDEE RATES:

\$65 | Active ATG member attorneys (*issued and remitted at least one policy during the current*)

\$25 | Paralegals and staff employed by active ATG member attorneys

\$110 | Inactive ATG member attorneys and their paralegals and staff; non-member attorneys; others

Register online in the member section of our website, www.atgf.com, or register by fax, mail, or e-mail:

Suzy Auteberry, Registrar
P.O. Box 9136
Champaign, IL 61826-9136
Fax: 217.403.7430
E-mail: sauteber@atgf.com

(Registration fee must be paid by cash or check. Sorry, no credit cards.)

PROGRAM SUMMARY:

Every real estate practitioner must thoroughly understand the closing process. This program, the third in ATG's *Real Estate Fundamentals* series, focuses on the closing. Drawing on 25 years of Underwriting Department experience, our expert speakers will cover key topics and issues surrounding the closing process:

Closing Responsibilities - When to Delegate. How to determine which tasks are completed by the closer and which are completed by the member (e.g., who must determine the insurability of the deed and mortgage).

Agency Escrow Disbursement Accounts. How to use, maintain, and keep track of your escrow account.

Closing Protection Letters (CPLs). Learn what insurance CPLs provide, and the guidelines for issuing them.

Real Estate Settlement Procedures Act (RESPA). Disclosures required by RESPA before, during, and after the closing.

Payoff Letters, Survey Issues, and Encroachments. ATG's underwriting requirements for several of the problems that commonly arise during the closing:

- Can I insure over this encroachment?
- Is there a fee?
- What do I do if I have a line of credit mortgage?

Hold Harmless Letters. A review of hold harmless letters, including answers to the following questions:

- When is it appropriate to try to obtain a hold harmless letter?
- What type of information must I provide?
- What should I look for when I receive a hold harmless letter?

Escrows. Occasionally, a title indemnity needs to be established in order to waive a title exception. Learn about the different types of Escrow services ATG offers, including joint order, single order, construction, and title indemnity escrows. **Federal Income Tax Reporting.** Which transactions are subject to reporting requirements and what information must be reported.

WHO SHOULD ATTEND:

ATG members and agents, attorneys, and paralegals..

CONTINUING LEGAL EDUCATION INFORMATION:

ATG is an Illinois Accredited Continuing Legal Education Provider and also submits its programs for credit hours in Indiana and Wisconsin. This program qualifies for 3.5 hours of CLE credit in Illinois, Wisconsin, and Indiana.

REGISTRATION FORM								
REAL ESTATE FUNDAMENTALS SESSION 3: THE CLOSING PROCESS								
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Name: _____		Firm: _____			Member No.: _____			
Address: _____								
City, State, Zip: _____								
Phone: (____) _____		Fax: (____) _____		E-mail: _____				
Attendee Name(s):		Attendee Type:						
		ATG Member/ Agent	New Attorney*	Paralegal	Attorney	Law Student	Support Staff	Amount Paid
_____		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____
_____		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____
_____		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____
*practicing three (3) years or less								