

ATTORNEYS' TITLE GUARANTY FUND, INC.
2001 Educational Program

HELP CLIENTS BUILD WEALTH: §1031 TAX-DEFERRED (STARKER) EXCHANGES

Thursday, March 15, 2001

Jumer's Chateau
1601 Jumer Drive
Bloomington, IL 61704
309.662.2020

Illinois Programs:

Registration/Continental Breakfast: 8:30 - 9:00 a.m.
Program: 9:00 - noon

WHAT YOU WILL LEARN: ATG's popular half-day program will show you how to help your clients increase their wealth using tax-deferred dollars. Under §1031 of the Internal Revenue Code, your clients can defer paying taxes on gains earned from investment property. Instead of seeing appreciation eaten away by taxes, clients can reinvest that money to build their real estate portfolios. These exchanges are one of the few remaining tax incentives available to people of virtually any income level. This program will introduce the basic elements of a tax-deferred exchange and provide a step-by-step guide through the process:

- Document and close the transaction;
- Comply with strict time limits;
- Properly identify the replacement property; and
- Take advantage of the Qualified Intermediary Safe Harbor.

**LEARN HOW IRS
APPROVAL OF REVERSE
EXCHANGES AFFECTS
YOU AND YOUR CLIENTS!**

ATG acts as a *Qualified Intermediary* to facilitate the exchange transaction. The use of a Qualified Intermediary is a safe harbor identified by the IRS in the regulations promulgated under §1031. This safe harbor is especially important to you, since most attorneys will be considered disqualified persons under the IRS regulations. As a qualified intermediary, ATG will provide you with the necessary documentation and guidance to make your

transactions as smooth as possible. **New: The IRS has approved reverse exchanges – learn how this affects you and your clients.** This program will also feature advanced topics such as reporting requirements, treatment of expenses and transaction costs, depreciation issues, effect of mortgages, exchanges between related persons, and exchanges of personal property.

WHO SHOULD ATTEND: All real estate or estate planning lawyers, legal secretaries, paralegals, or legal assistants, plus real estate salespeople whose customers need assistance identifying Replacement Property. **There is NO CHARGE for this session.**

ABOUT THE SPEAKER:

HUGH E. POLLARD, Senior Manager – Escrow, Staff Attorney, Chicago, Illinois | Mr. Pollard manages ATG's Escrow Department, including §1031 (Starker) exchanges, deed and money escrows, title indemnities, and construction escrows. He also handles underwriting questions and closing problems. He is a frequent lecturer on §1031 (Starker) tax-deferred exchanges and title insurance matters and is a contributing author to *Law at a Glance: The Legal Assistant's Guide to the Law* (1993) and *Professional Liability* (1996), publications of the Illinois Institute for CLE. *Chicago-Kent College of Law, J.D. 1983; DePaul University, Chicago, M.B.A. 1980; Loyola University of Chicago, B.A. 1975.*

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Please complete this form and mail/fax it to Suzy Auteberry, Illinois/Indiana Registrar, ATG, P.O. Box 9136, Champaign, IL 61826-9136, Fax: 217.359.2014. You can also register on line at www.atgf.com. Questions? Call 800.252.5206, ext. 130.

Name: _____ Firm: _____ Mbr No.: _____

Address: _____

City: _____ State: _____ Zip: _____ Phone: _____ E-mail: _____

Attendees: _____

☐ 3/15: Bloomington, IL Total Attendees _____

☐ Send me information about membership in Attorneys' Title Guaranty Fund, Inc.