

NAVIGATING A REAL ESTATE TRANSACTION (ILLINOIS AND INDIANA)

WEDNESDAY, OCTOBER 17, 2001 ■ FT. WAYNE, INDIANA

FRIDAY, OCTOBER 19, 2001 ■ CHAMPAIGN, ILLINOIS

THURSDAY, NOVEMBER 15, 2001 ■ CHICAGO, ILLINOIS

DATES/LOCATIONS:

Wednesday, October 17, 2001

Grand Wayne Center
120 West Jefferson Boulevard
Ft. Wayne, IN 46802
219.426.4100

Friday, October 19, 2001

Max L. Rowe Auditorium
University of Illinois Law School
504 East Pennsylvania Avenue
Champaign, IL 61820
217.333.0930

Thursday, November 15, 2001

Butterfield Country Club
2800 Midwest Road
Chicago, IL 60523
630.323.1000

Check-In: 8:30 A.M. (with continental breakfast)

Program: 9:00 A.M. – 3:30 P.M. (3:00 P.M. in Indiana) (with lunch)

REGISTRATION:

ATG members and employees: NO CHARGE
All Others: \$25 each

(see reverse for form)

Register on our website: www.atgf.com

Or register by fax, mail, or e-mail:

ATTN: Suzy Auteberry, ATG Registrar
P.O. Box 9136
Champaign, IL 61826-9136
Fax: 217-359-2014
E-mail: sauteber@atgf.com

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

WHAT YOU WILL LEARN:

This full-day program (includes continental breakfast and lunch) will give new lawyers the practical knowledge, confidence, and tools needed to represent real estate clients. The speakers, experienced real estate professionals, will navigate through a typical transaction and send new lawyers back to the office with practical knowledge about topics that are essential for today's general practitioner:

- Marketing and developing a real estate practice;
- Standard contracts, deeds, and other essential forms;
- Mortgage financing;
- Methods of taking title and income tax considerations;
- Title examination and clearance; and
- Closings.

TIME	SECTION
9:00 – 10:00 A.M.	Marketing and Client Development: How to Develop a Law Practice Preliminary Considerations: Advising the Client, Working with Real Estate Brokers, Understanding a Listing Agreement, Avoiding Malpractice
10:00 – 10:15 A.M.	Break
10:15 – 11:15 A.M.	Standard Preprinted Real Estate Contracts: Related Problems and Suggestions
11:15 A.M. - NOON	Mortgage Financing: Types of Mortgages, Documents, Contingency Clauses
NOON – 1:00 P.M.	Lunch – Compliments of ATG
1:00 – 1:45 P.M.	Forms of Taking Title and Income Tax Considerations
1:45 – 2:30 P.M.	Title Examination and Title Evidence: Representing the Seller, Representing the Buyer
2:30 – 2:45 P.M.	Break
2:45 – 3:30 P.M. (3:00 in Indiana)	Closing Documents: Closing Statements, Deed, Bill of Sale, RESPA/HUD-1 Statement, Transfer Declarations, Affidavit of Title, Payoff Letter

WHO SHOULD ATTEND:

This program is a must for new lawyers who intend to practice real estate law. A thorough understanding of the closing process is essential for today's general practitioner. Legal secretaries, paralegals, and legal assistants are also encouraged to attend. **In Indiana, this program qualifies for 5.3 New Lawyer CLE credits, including 0.5 hours of Ethics. CIE credits applied for.**

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