Real Estate Step-by-Step Series: Commercial Transactions

This program contains **1.00 Professionalism Hours**
This program is eligible for up to **2.25 Substantive Hours**

Date: Thursday, February 6, 2014 | 9:00 am to 12:20 pm

Location: Westin Harbour Castle Conference Centre, 2 Harbour Square

Program Chair: **Rosalyn Wallace,** McMillan LLP

This program will help both new and seasoned practitioners understand their obligations at each stage in a commercial real estate transaction. Our expert faculty will guide practitioners through the practical steps of a commercial real estate transaction, from Agreements of Purchase and Sale, due diligence matters, title searching and insurance, to closing documents and tax issues. Each session will include a comparison of how the issues are dealt with differently in a commercial vs. a residential transaction, and provide you with a valuable checklist of procedures and forms. Make the most of this opportunity to ask our panel of experts your most burning questions - register now!

9:00 am **OPENING REMARKS**

9:10 am **ESSENTIAL ELEMENTS OF AGREEMENTS OF PURCHASE AND SALE (APS)**

- What needs to be addressed in the APS for income producing properties?
- What are the main differences between a residential APS and a commercial APS?

Matthew German, McMillan LLP

9:40 am **MEETING DUE DILIGENCE STANDARDS: TITLE, OFF-TITLE SEARCHES AND MORE**

- How to review corporate profiles, bankruptcy searches and PPSA
- What off-title searches should you run for commercial transactions?
- What's on title for income producing properties?

Maria Holder, Fasken Martineau DuMoulin LLP

10:10 am **TITLE INSURANCE IN COMMERCIAL CONTEXT**

- What type of coverage do you get in commercial transactions?
- What searches are required to obtain a commercial title policy?
- How are premiums determined?

Timothy P. Kennedy, Vincent Dagenais Gibson LLP/s.r.l.

10:30 am **NETWORKING BREAK**

10:40 am **KNOWING YOUR CLIENT AND FRAUD IN COMMERCIAL TRANSACTIONS**

- What are the requirements to meet the "Know Your Client" rules for corporate clients?
- Pitfalls of fraud in commercial transactions
- Recent developments in the area of fraud in commercial transactions

Bradley N. McLellan, WeirFoulds LLP

11:10 am **DEVELOPING A CLOSING CHECKLIST: CLOSING DOCUMENTS AND REPORTING LETTERS**

- What should your closing document checklist look like?
- Commercial transactions - what do you need to report to your client?

Raymond H. Mikkola, Pallett Valo LLP

11:40 am **UNDERSTANDING OWNERSHIP STRUCTURES AND THEIR TAX IMPLICATIONS IN COMMERCIAL TRANSACTIONS**

- Sole Proprietorship, General Partnerships, Limited Partnership and Corporations
  - What's the difference from an owner perspective?
- Bare Trusts , Trusts, REITS
  - Ownership structures when dealing with non-residents

Craig Carter, Fasken Martineau DuMoulin LLP

12:10 pm **Q&A**

12:20 pm **CLOSING REMARKS FROM THE PROGRAM CHAIR**

12:20 pm **PROGRAM CONCLUDES**

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