

Scary Professionalism Issues
for the Real Estate Practitioner

Real Property Law



Date:Thursday, October 26, 2017 | 9:00 am to 12:30 pm

Location:Twenty Toronto Street Conferences and Events
20 Toronto Street, 2nd Floor, Toronto

Program Chair:Ray Leclair, Vice President, Public Affairs, LawPro

Professionalism Hours: This program contains **3h 00m**
Substantive Hours: This is eligible for up to **0h 30m**

The OBA has been approved as an Accredited Provider of
Professionalism Content by The Law Society of Upper Canada.

Real estate law can be scary if you’re not aware of the current trends, developments and resulting best practices. Protect yourself with the necessary knowledge and tools by attending this popular annual program that will address ethical and practice management challenges in a practical way. Register now to gain all of your Professionalism Hours!

8:30am	Registration and Coffee	11:00am	Your Real Estate Developments Briefing Tannis Waugh, Barrister & Solicitor Highlighting recent developments in the real estate world and how they impact your professional obligations: <ul style="list-style-type: none">Corporate Records Fraud : What is it, why it is a particularly worrisome type of fraud, and how it impacts you and your due diligenceNew standard residential lease and changes to rental regulations – How does the new regime of rent control impact how you advise your clients?New/Upcoming LSUC regulations on fees and marketing- How will these rules impact your business?The latest AirBnB developments: how municipalities are getting involvedWorking Group Standard Closing Documents
9:00am	Welcome and Opening Remarks	11:30am	How to Protect Yourself When Leaving or Changing Your Practice Ray Leclair, Vice President, Public Affairs, LawPro Your exposure to potential claims does not end once you leave practice- in real estate law in particular, your exposure can extend for a lengthy period of time afterwards. Attend this important session to understand how and when you continue to be at risk and how to protect yourself. <ul style="list-style-type: none">Maternity leaveRetirementSabbaticals or extended leavesPart-time practice
9:10am	Advising Clients in a Down Market Miriam Kelly, Q.C. Barrister & Solicitor When the market takes a downturn, it can pose challenges to a transaction and can even call into question whether it will close. Understand the issues at play and develop a best practices checklist for tackling them successfully: <ul style="list-style-type: none">Advising your purchaser or vendor client in a transaction that will possibly not closeHow to limit the chances of messy post-closing litigation in circumstances where there is a sale differentialAdvising your client regarding the status of the depositHow should lawyers adjust their practice?	12:00pm	Q&A
9:45am	Issues Surrounding Conservation Easement Agreements Ian Attridge, Barrister & Solicitor Conservation Easement Agreements protect nature and give landowners an opportunity to conserve parts or all of their properties for nature in perpetuity. There can be significant personal tax advantages to these arrangements, along with benefits to nature, family relations, and community recognition. While this is positive, conservation easements can sometimes lead to unforeseen issues and consequences for you. <ul style="list-style-type: none">Being prepared for common and (not so common) questions that your clients may have for you and how to address them sufficientlyStandard clauses, drafting pitfalls and best practices for registrationWhat are the possible consequences for purchaser clients who fail to comply with the restrictions, and what are the potential consequences for you if you do not advise your client appropriately?	12:25pm	Concluding Remarks
10:15am	Networking Break	12:30pm	Program Concludes
10:30am	Surveys: Should Real Estate Lawyers Look For Them or At Them? Izaak de Rijcke, Izaak de Rijcke Law Office <ul style="list-style-type: none">Understanding the value of surveysMinimize risks to your clients and yourself by understanding the different types of surveys and when you can rely on themWhy title insurance alone is not enough		