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
9:00am Welcome and Opening Remarks
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:
- Advising your purchaser or vendor client in a transaction that will possibly not close
- How to limit the chances of messy post-closing litigation in circumstances where there is a sale differential
- Advising your client regarding the status of the deposit
- How should lawyers adjust their practice?

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.
- Being prepared for common and (not so common) questions that your clients may have for you and how to address them sufficiently
- Standard clauses, drafting pitfalls and best practices for registration
- What 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?

10:15am Networking Break
10:30am Surveys: Should Real Estate Lawyers Look For Them or At Them?
Izaak de Rijcke, Izaak de Rijcke Law Office
- Understanding the value of surveys
- Minimize risks to your clients and yourself by understanding the different types of surveys and when you can rely on them
- Why title insurance alone is not enough

11:00am Your Real Estate Developments Briefing
Tannis Wough, Barrister & Solicitor
Highlighting recent developments in the real estate world and how they impact your professional obligations:
- Corporate Records Fraud: What is it, why it is a particularly worrisome type of fraud, and how it impacts you and your due diligence
- New 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 involved
- Working Group Standard Closing Documents

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.
- Maternity leave
- Retirement
- Sabbaticals or extended leaves
- Part-time practice

12:00pm Q&A
12:25pm Concluding Remarks
12:30pm Program Concludes

Program Registration is Online: www.oba.org/pd

Questions? pd@oba.org
300-20 Toronto St. Toronto, ON M5C 2B8 | Toll Free: 1-800-668-8900 | Tel: 416-869-1047 | Fax: 416-642-0424

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