



# OBA CPD WEBCAST REPLAYS

ESSENTIAL SESSIONS REBROADCAST – WITH LIVE CHAT



## Commercial Real Estate Transactions: From Start to Finish

Date: March 14, 2019

### Original Program Chairs:

**Pamela Green**, Gowling WLG (Canada) LLP  
**Sarah Turney**, Fasken Martineau DuMoulin LLP

Original program was held on February 7, 2019

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## AGENDA

Welcome and Opening Remarks from the Program Chairs

### Planning to Close: Tips, Traps and Tribulations from Planning Lawyers

**Kimberly Beckman**, Davies Howe LLP

**Aaron Platt**, Davies Howe LLP

Hear from planning law experts on due diligence issues that arise in multi-tenant property transactions including reliance on surveys, zoning reliance letters, cost sharing agreements and future development concerns. Our speakers will address pitfalls to avoid when trying to close a deal in the face of a planning-related issue.

### Good Practice Management: Closing Agendas

**Ray Mikkola**, Pallett Valo LLP

Transactions can go from simple to extremely complex in the blink of an eye. From a good practice management point of view, every lawyer should have a comprehensive closing agenda. Walk through a precedent closing agenda that addresses standard and unique pre-closing matters, due diligence matters and searches, closing and financing requirements and post-closing matters, and will also explain why this is a living and ever evolving document.

### Title Insurance Claims

**Wayne Lipton**, Stewart Title Guaranty Company

Fraud, zoning, agreement compliance, construction lien, super priority issues, and survey claims are amongst the most common claims against commercial title insurance policies. Hear about these claims from a title insurer who will also provide tips on how to avoid them in your own practice.



**Substantive Hours:** This program contains 2h 30m

**Professionalism Hours:** This program contains 0h 30m

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#### **Break (15 Minutes)**

#### **Rules of Professional Conduct and Outstanding Undertakings**

**Caterina Galati**, Consultant (formerly Senior Competence Counsel, Law Society of Ontario)

Undertakings are an integral and frankly, sacred part of being able to complete a transaction. Rules of Professional Conduct require that we act in good faith with all persons with whom we have dealings in the course of our practice, and require us to answer all professional letters and communications from other legal practitioners with reasonable promptness and in a professional tone. Learn what to do when the lawyer on the other side has not completed an undertaking and is not responding to your repeated follow ups.

#### **Common Pitfalls in Commercial Transactions: A Mediator's Perspective**

**Jennifer Egsgard**, Egsgard Mediation

Small disputes can cost clients a fortune (or at least, a transaction) if they are not dealt with quickly and effectively. Gain a unique opportunity to hear a mediator's perspective on common issues that arise in commercial transactions, and how best to avoid unnecessary disputes and protracted litigation.

Closing Remarks



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