

## Unveiling Scary Issues, Frauds and Failures in Ontario Property Transactions

*Real Property Law Section*



**Date:** Wednesday, October 18, 2023 | 1:00 pm to 4:00 pm

**Location:** OBA Conference Centre  
20 Toronto Street, 2nd Floor | Toronto, ON | M5C 2B8



**Program Chair:** **Andreas Present**, Present Law

This program contains a total of 1 hour 30 minutes of professionalism content  
This program contains 1 hour 30 minutes of substantive content  
*The OBA has been approved as an Accredited Provider of Professionalism Content by The Law Society of Ontario.*

Prepare to be spooked as we delve into the eerie and hair-raising world of real estate transactions in Ontario. In this program, we will shine a light on the dark corners of the real estate industry, uncovering bone-chilling tales of fraud, failed transactions, and the ghostly presence of virtual identification requirements. As legal professionals, it's crucial to be armed with the knowledge and tools to navigate these unsettling issues, ensuring a smoother and more secure experience for both clients and practitioners.

### Program Highlights:

**Fraud Issues:** Explore real-life cases of property-related scams, forged documents, and identity theft, and learn how to detect and prevent these schemes. Our legal experts will provide insights into the latest tactics fraudsters can employ and guide you through the steps to safeguard your clients' interests.

**Failed Transactions:** Our presenters will look at issues that cause transactions to fail. Collapsed deals, undisclosed defects, and breached contracts, are just some of the matters that can de-rail a purchase or sale. Come learn strategies to navigate these matters and save deals that are impacted by them.

**Virtual Identification:** In the age of technology, even the identification process has created challenges. Explore virtual identification requirements in real estate transactions. Understand the new regulations coming into effect on January 1, 2024, The legal implications of remote identity verification, electronic signatures, and virtual notarization.

This program is designed for lawyers, who wish to gain a deeper understanding of the issues that can arise in Ontario real estate transactions. Whether you're a seasoned practitioner or a newcomer to the field, this program offers valuable insights and strategies to ensure a smoother transactions. Equip yourself with the knowledge to combat the challenges of fraud, failed transactions, and virtual identification.

12:30 pm Registration Opens

2:50 pm Break

1:00 pm Welcome and Opening Remarks

3:05 pm **Virtual Identification**

### 1:10 pm **Issues of Fraud**

Our panel will look at cases of property-related scams, forged documents, and identity theft  
Learn how to detect and prevent schemes  
Insights into the latest tactics fraudsters can employ  
Steps to safeguard your clients' interests  
**Doug Bourassa**, Torkin Manes LLP  
**Sabrina Saltmarsh**, Gilbertson Davis LLP  
**Lori M. Swartz**, LawPRO

Explore virtual identification requirements in real estate transactions. Understand the new regulations coming into effect on January 1, 2024, The legal implications of remote identity verification, electronic signatures, and virtual notarization.

**Meyer Mechanic**, Vaultie Digital Trust Solutions  
**Joel Kadish**, Kadish Law Professional Corporation

3:55 pm Questions and Concluding Remarks

### 2:00 pm **Transaction Failures**

Our panel discusses issues that cause transactions to fail, such as collapsed deals, undisclosed defects, and breached contracts. Come learn strategies to navigate these matters and save deals that are impacted by them.  
**Michael Connell**, Siskinds LLP  
**Arad Moslehi**, Milosevic and Associates  
**John Zinati**, Zinata Kay, Barristers and Solicitors

4:00 pm Program Concludes

**PROGRAM REGISTRATION IS ONLINE** [www.oba.org/pd](http://www.oba.org/pd)

Questions? [pd@oba.org](mailto:pd@oba.org)