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Yes! I want to master the very latest developments in Tennessee real estate law and network with leading practitioners, all while earning valuable CLE credit. Please reserve my place at the **Tennessee Real Estate Law Conference**, the intensive immersion into significant new decisions, laws, regulations, trends, and other developments. If I am in any way dissatisfied, I am entitled to a 100% refund of my registration fee. Fee: \$377 for full program, \$297 for additional attendees from the same firm, \$197 for materials only. **\$50 early bird discount until October 31.**

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If this is not the most informative and cost-effective seminar that you have attended in the last year, we will refund 100% of your registration fee—no questions asked.

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7.5 hours of CLE
(6.5 hours of GENERAL
and 1 hour of DUAL)

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\$377 for full program, \$297 for attendees from same firm, and \$197 for materials only.

CANCELLATION POLICY

- A \$50 processing fee applies to ALL conference cancellations.
- Registrants are responsible for the entire program fee for a cancellation made after 5:00 p.m. three weeks prior to the event (whether or not you attend the program or fail to cancel).
- An alternate may attend in place of the original registrant.

Tennessee Attorneys Memo

presents

The 7th Annual ONE-Day Learning & Networking CLE Event!

TENNESSEE REAL ESTATE LAW CONFERENCE

FRIDAY, DECEMBER 12TH • NASHVILLE

Learn the very latest about the laws, decisions, and developments affecting your practice and your clients:

- ▲ Title insurance issues and new endorsements
- ▲ Commercial development and financing
- ▲ Advanced foreclosure issues
- ▲ Liens against real property
- ▲ "Hot" topics in real estate practice
- ▲ Ethical considerations in real estate law
- ▲ Real estate case law/legislative update

FACULTY

Kim A. Brown,
Sherrard & Roe PLC

Joshua R. Denton,
Gullett Sanford Robinson & Martin PLLC

Robert C. Goodrich Jr.,
Stites & Harbison, PLLC

Linda W. Knight
Gullett Sanford Robinson & Martin PLLC

David Wilson Long
Long, Ragsdale & Waters, P.C.

Madison L. Martin
Stites & Harbison PLLC

William L. (Billy) Rosenberg
First American Title Insurance Company

FACULTY BIOS



Kim A. Brown is a member of Sherrard & Roe PLC in Nashville. Mr. Brown's practice focuses in the area of commercial transactions, including real estate finance and development, leasing, and public and private finance. He is a frequent lecturer for professional and industry groups and organizations on issues related to real estate finance and development, public and private finance and general business transactions. He is listed in *The Best Lawyers in America*® and was named 2015 "Lawyer of the Year" by *Best Lawyers in America*® in the area of Real Estate Law.



Joshua R. Denton, with Gullett Sanford Robinson & Martin PLLC in Nashville, is a member of the firm's Litigation Section. He routinely represents clients in complex commercial litigation involving business torts, breach of contract claims, real estate disputes, land use planning and zoning matters, and intellectual property disputes. In addition, he has handled complex electronic discovery matters, antitrust and trade practices litigation, debtor/creditor relations and bankruptcy proceedings, trust and estates litigation, and class action litigation.



Robert C. Goodrich, Jr., is a member of Stites & Harbison PLLC in Nashville, and for over 30 years, he has represented creditors, creditors' committees, landlords, and other interested parties in bankruptcy and insolvency related matters in state and federal courts. In 1994, Mr. Goodrich was designated by the American Bankruptcy Board of Certification and the State of Tennessee as a specialist in business

bankruptcy. He has been listed in *Best Lawyers in America*® for many years in the areas of Bankruptcy and Creditor-Debtor Rights Law/Insolvency and Reorganization Law and Litigation – Bankruptcy.



Linda Whitlow Knight, with Gullett Sanford Robinson & Martin PLLC in Nashville, practices in the areas of bankruptcy and commercial law, litigation and general business counseling. Her experience includes corporate reorganizations, avoidance actions and other adversary litigation and contested matters, receivership proceedings in state and federal court, and the purchase and sale of assets in and out of bankruptcy. In bankruptcy cases, she represents business debtors (both individuals and entities), secured and unsecured creditors, lessors, creditors' committees, purchasers of assets, and trustees in reorganization and liquidation bankruptcies.



David Wilson Long, with Long, Ragsdale & Waters in Knoxville, concentrates his practice in the areas of commercial transactions, real estate development, loan transactions, business entity matters and general business law. Mr. Long is active in the emerging areas of resort law and conservation easements, representing several land trusts, as well as landowners and their banks. Mr. Long serves on the "Mortgages and Other Debt Financing Committee" of the American Bar Association Real Property, Trust and Estate Section. He has been chosen for more than 15 years to be listed in Woodward/White's *The Best Lawyers in America*® and was named *The Best Lawyers' Knoxville* "Real Estate Lawyer of the Year" in 2013.



Madison L. Martin became an associate in the Nashville office of Stites & Harbison PLLC after practicing law in Delaware for several years with a focus on bankruptcy and general commercial litigation. She is a member of the Creditors' Rights & Bankruptcy Service Group. Ms. Martin's experience concentrates on commercial bankruptcy matters, including the representation of secured and unsecured creditors, including, but not limited to, financial institutions, trade vendors, committees, landlords, defendants in preference actions, and parties involved in out-of-court restructurings and distressed asset sales. She has significant experience representing financial institutions throughout the loan transaction process, including loan documentation and renewals, as well as loan re-works and reorganizations.

William L. (Billy) Rosenberg is senior underwriter and counsel for the National Commercial Services offices in Memphis and Nashville of First American Title Insurance Company. He has been in the title insurance industry since 1994 after more than 20 years in private practice concentrating in real estate and finance. Mr. Rosenberg received his B.A. degree from the University of Pennsylvania and his J.D. degree from Duke University. He is a member of the Nashville (past chair, Real Estate Law Committee) and Tennessee Bar Associations, and is a past president of the Tennessee Land Title Association.

CONFERENCE PRODUCERS:

Virginia Mayo, Jean Simpkins,
Editors, *Tennessee Attorneys Memo*

Bonus: Summaries of recent cases and new laws in the real estate law area.



Call 800-800-727-5257 or visit MLeeSmith.com/realestate

The Tennessee Real Estate Law Conference packs one day with leading authorities delivering critical law practice guidance on the hottest topics and some of the most complex issues you'll face.

▲ **Commercial development and financing.** **Kim Brown** touches on many of the aspects of a commercial real estate transaction by looking at resources and samples of documents that help to address the various aspects of the transactions.

▲ **Advanced foreclosure issues.** **Bob Goodrich** discusses some of the most difficult issues that arise during a foreclosure proceeding, as well as post-foreclosure issues, such as property preservation and eviction problems.

▲ **Title insurance.** **Billy Rosenberg** will review several of the new title insurance endorsements that affect both residential and commercial real estate law.

▲ **New mortgage rules and "hot" topics.** **Madison Martin** explains the impact of the new mortgage rules, which beginning on January 10, changed the ability-to-repay/qualified mortgage and mortgage servicing rules.

▲ **Liens against real property.** **Linda Knight** will review the various liens that can arise in a real estate transaction and will offer tips on the perfection and enforcement of these different types of liens.

▲ **Ethical concerns.** **David Wilson Long** delves into ethical considerations that real estate attorneys must watch for in areas such as the use of social media and the "Cloud," legal fees, and conflicts of interest.

▲ **Update.** **Joshua R. Denton** will update attorneys on the latest appellate court cases and legislation in the real estate law area.

REVIEW OF TITLE INSURANCE ISSUES AND NEW ENDORSEMENTS

8:00 A.M. TO 9:00 A.M.

William L. (Billy) Rosenberg
First American Title Insurance Company

Mr. Rosenberg, with First American Title Insurance, will review several of the new title insurance endorsements that affect both residential and commercial real estate law. One size does not fit all and endorsements are commonly employed to tailor the policy so that it will address more precisely the specific transactions involved. These endorsements can expand coverages, reduce or eliminate exclusions, and modify the conditions contained in the policy.

COMMERCIAL DEVELOPMENT AND FINANCING

9:00 A.M. TO 10:00 A.M.

Kim Brown
Sherrard & Roe, PLC

This presentation touches on many of the issues which may be encountered in a typical commercial real estate transaction—including site identification and selection; professional representation, including attorneys, professional consultants, and real estate brokers; strategies for tying up a site, including agreement preparation and negotiation, use of letters of intent and options, and negotiation and preparation of purchase and sale agreements; choice of entity for the buyer; tax consequences; due diligence issues; and financing and logistics of closing a transaction. Mr. Brown, a regular presenter at this seminar, touches on many of the aspects of a commercial real estate transaction by looking at resources and samples of documents that help to address the various aspects of the transaction.

10:00 A.M. TO 10:15 A.M.
MORNING BREAK

ADVANCED FORECLOSURE ISSUES

10:15 A.M. TO 11:45 A.M.

Robert C. Goodrich Jr.
Stites & Harbison, PLLC

Mr. Goodrich will discuss some of the most

difficult issues that arise during a foreclosure proceeding, including:

- Loss mitigation solutions
- Pitfalls in foreclosure proceedings
- Complicated priority disputes
- Effects of bankruptcy on foreclosure
- Post-foreclosure issues
 - Securing the property
 - Property preservation issues
 - Liability for homeowner's dues, taxes, etc.
 - Eviction problems – tenanted and untenanted

11:45 A.M. TO 1:00 P.M. LUNCH
(ON YOUR OWN)

REAL ESTATE LAW UPDATE: RECENT CASES AND NEW STATUTES

1:00 P.M. TO 2:00 P.M.

Joshua R. Denton
Gullett Sanford Robinson & Martin PLLC

This interactive session is designed to educate practitioners about the most recent developments and trends in Tennessee real estate law, with a focus on recent Tennessee appellate court decisions and Tennessee statutes enacted during the prior year.

ETHICAL CONSIDERATIONS IN REAL ESTATE LAW

2:00 P.M. TO 3:00 P.M.

David Wilson Long
Long, Ragsdale & Waters, P.C.



- Current "hot topics," including use of social media and the "Cloud"
- Tennessee Rules of Professional Conduct
- Legal fees
- Limitation on scope of representation
- Knowledge to handle client representation
- Communication with clients and timely performance
- Confidentiality
- Conflict of interest, multiple client representation, and conflict waivers
- Multi-jurisdictional law practice

3:00 P.M. TO 3:15 P.M.
AFTERNOON BREAK

LIENS AGAINST REAL PROPERTY: PERFECTION AND ENFORCEMENT THEREOF

3:15 P.M. TO 4:15 P.M.

Linda W. Knight
Gullett Sanford Robinson & Martin PLLC

Ms. Knight will review the various liens that can arise in a real estate transaction and will offer tips on the perfection and enforcement of these different types of liens, such as:

- State, county and municipal property tax liens
- Federal tax liens
- Judgment liens
- Mechanics' and materialmen's liens
- Foreclosures and other enforcement procedures
- Deeds of trust, collateral assignments of leases and rents, and mortgages
- Other liens that impact real property

IMPACT OF CFPB MORTGAGE RULES AND OTHER "HOT" TOPICS IN REAL ESTATE PRACTICE

4:15 P.M. TO 5:15 P.M.

Madison L. Martin
Stites & Harbison, PLLC

The Dodd-Frank Act imposed new requirements on mortgage servicers and gave the Consumer Financial Protection Bureau (CFPB) the authority to implement the new requirements and to adopt additional rules to protect consumers. The new CFPB rules, which took effect on January 10, clarified and changed the ability-to-repay/qualified mortgage and mortgage servicing rules. Ms. Martin will discuss the impact of the new rules on consumers and will look at other "hot" topics that real estate practitioners are facing in 2014 and beyond.

TAKE-AWAYS:

- ▲ Learn about commercial development and financing in today's economy.
- ▲ Hear about pitfalls in foreclosure proceedings, loss mitigation solutions, and effects of bankruptcy on foreclosure.
- ▲ Get up to date on the new title insurance endorsements that affect both residential and commercial real estate law.

▲ Learn about the impact of the ability-to-pay and mortgage servicing rules that took effect on January 10.

▲ Get tips on how to perfect and enforce liens against real property.

▲ Get refreshed on ethical concerns facing real estate attorneys, such as conflict of interest and multiple representations.

▲ Get up to date on recent developments in the appellate courts and the legislature.

▲ Hear about other "hot" topics that affect real estate practitioners in 2014 and beyond.

COMMENTS FROM LAST YEAR'S ATTENDEES:

"The seminar always offers information on practical issues."

"The substance and quality of the speakers was great."

"The seminar offers a variety of useful topics."

"The notebook with materials was very useful."

"Excellent seminar."



Call **800-727-5257** or visit **MLeeSmith.com/realestate**

PROGRAM DATE AND LOCATION

Friday, December 12, 2014



LOCATION:
Nashville School of Law
4013 Armory Oaks Drive
Nashville, TN 37204
FREE PARKING
FREE WIRELESS INTERNET ACCESS



CONFERENCE FEE

- ▲ \$377 for entire program (\$80 off for additional attendees from the same firm)
- ▲ \$197 for materials only
- ▲ \$50 early bird discount until October 31

CONFERENCE DETAILS

Registration begins at 7:30 a.m. The conference begins at 8 a.m. and concludes at 5:15 p.m. Lunch break of 1 hour and 15 minutes (lunch not provided)

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