



Real Estate Essentials 2015
Tennessee Bar Center-Nashville, TN
May 11, 2015

Program Description:

Attorneys will gain valuable knowledge regarding real estate issues. Topics include the title insurance, standards in purchase and sales agreements, and due diligence in real estate law.

The first session will discuss title insurance, which plays a mysterious role in real estate transactions. It is a required element of every deal and can be costly. This session will help you understand title insurance policies and review the precise protections they offer.

In developing your real estate practice, it is important to start with sound principles. This session will review purchase and sales agreements to include negotiating the over, standard language in agreements, and standard practice tips.

Finally the day will wrap up with a discussion on due diligence, which starts with a thorough investigation of the property. This session will talk about steps to reduce risk for your client and increase the chances of a clean break from the property for both buyer and seller.

Agenda

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| 8:30 – 9:00am | Registration |
| 9:00 – 10:00am | Unraveling the Mystery of Title Insurance
<i>Mary K. Alissandratos, First American Title Insurance Company</i> |
| 10:00 – 11:00am | Standards in Purchase and Sales Agreements: A Primer
<i>Brooks Smith, Bradley Arant Boult & Cummings, LLP</i> |
| 11:00 – 11:15am | Break |
| 11:15 – 12:15pm | Due Diligence in Real Estate Law: A Clean Break
<i>Jim Lenschau, Martin, Tate, Morrow & Marston, PC</i> |