

Live Online!

November 12 & 13, 2020

The 2020

REAL ESTATE INSTITUTE



co-sponsored by Minnesota CLE and the MSBA Real Property Section

***The Event of
the Year***
**for Minnesota
Real Estate
Attorneys –**

**This Year
an Online-Only
Conference!**

- **50 Seminar Sessions** – Including many new and timely sessions in light of COVID
- **And This Year All 50 Seminar Sessions Can Be Viewed for a Full Year** – Where there are competing breakout sessions you want to see, attend one during the Institute and the others later. It's a great new benefit!
- **Earn 15 Credits** (includes the 3 post-Institute webcasts)
- **A Complete Update on All New Developments** – Including Case Law, Legislation, Title Standards, Guidelines and More!
- **Ethics and Elimination of Bias Credits**
- **And to Top It Off – \$100 in Minnesota CLE “Bonus Bucks”** you can use toward any Minnesota CLE product!

THE NATION'S BEST REAL ESTATE LAW CONFERENCE

This Year is Virtual!



Unlike Any Other Year

It goes without saying that this year is unlike any other. Because of the pandemic and the gathering restrictions, this year's Institute will be entirely online. Though we cannot gather as usual we have planned an extremely helpful program – with timely topics that are needed at this moment. We are confident that this year's conference will be valuable to you.

This Year You Can View All the Breakout Sessions!

A special benefit of the online event is that you are able to view all breakout sessions over the course of a full year. Watch the breakouts of your choice during the Institute and then watch the other breakout sessions at a later date. (Note that viewing of sessions outside the Institute dates is for educational purposes only and is not for credit.)

As Always – An Update on All New Developments

The Institute will again update you on all new law, new cases and more. It will also provide updates and helpful information on all those hot topics which are more relevant this year than any other. This is the easiest way to make sure you are up to date on new developments of all types – and to compare your practice with the recommendations made by our speakers.

Helpful Resource Materials

The Institute always provides you with a wealth of valuable resource materials. Our faculty spends many, many hours preparing helpful materials for you to use all year long. We encourage our faculty to also include checklists, charts, sample language and documents with their textual materials – all designed to be helpful tools for you.

Bonus Post-Institute Webcasts

All attendees also receive 3 free post-Institute webcasts. These webcasts cover important topics not fully discussed at the Institute itself. See the list of topics covered on page 7 of this brochure.

Special Bonus for Attendees – \$100 in Minnesota CLE “Bonus Bucks”

Minnesota CLE has added another bonus to this year's Institute – “Bonus Bucks.” This \$100 bonus can be used on any Minnesota CLE product. It's just another way we want to provide you with extra value at this year's Institute.

ENCE –

**MAKE PLANS NOW
TO TAKE PART IN
THIS YEAR'S ONLINE
CONFERENCE!**



INSTITUTE BENEFITS AND BONUSES

1 A Complete Update on All New Developments
You'll leave updated on all new laws, cases, regulations and practice developments.

2 Many Sessions Triggered by the COVID Pandemic
We are making the Institute as helpful as possible. Numerous sessions have been impacted by the pandemic – and they provide a great way for you to compare notes with our speakers. Furthermore, you'll find it easy to ask questions online and get answers to help you in your practice.

3 5 Post-Course Webcasts – Choose 3 for Free
To provide you with even more value, we've put together 5 webcasts, and Institute attendees can choose to attend 3 of these at no charge.

4 50 Helpful Sessions
As always, you get to create your own curriculum. Choose from a vast array of helpful sessions – those that will benefit you most.

5 Ethics and Elimination of Bias
We are providing ethics and elimination of bias classes to help you satisfy your specialty credit requirements. Check the schedule for details.

6 Watch All Breakout Sessions for a Year!
One of the benefits of an online event is the ability to view all breakout sessions for the next year. With so many helpful sessions you aren't forced to watch just a few – choose the ones you want during the Institute and then watch the others later. (Later viewing is for educational purposes only and does not qualify for CLE credit.)

7 \$100 in Minnesota CLE "Bonus Bucks"
Use \$100 toward any Minnesota CLE product – courses, on demand programs, publications, subscriptions, or any other product.

8 Valuable Course Materials
Our faculty is busy putting together valuable textual material, checklists, sample language and more – all designed to help you in your real estate practice. The value of these materials lasts far beyond the duration of the Institute.

9 Fun, New Networking Event Sponsored by Attorneys Title Guaranty Fund, Inc.
We've schedule a fun, new virtual networking event that will take place Thursday at 12:15 p.m. – a terrific way to make new contacts.

REGISTER TODAY AT WWW.MINNCLE.ORG

DAY 1 – THURSDAY, NOVEMBER 12

MORNING PLENARY SESSIONS

8:00 – 8:15 a.m.
JOIN ONLINE

8:15 – 8:30 a.m.
WELCOME & INTRODUCTION

8:30 – 9:30 a.m.

Hot Topics

- New UCB Forms
- New HUD Animal Regulations
- PPP Loans and More
- Moratorium Issues
- New Personal Property Opinion
- Construction Issues
- Residential Landlord Issues
- Remote Notarization
- eRecording
- The Courts and Hearings

Angela M. Christy & Thomas H. Sellnow

9:30 – 9:40 a.m. BREAK

9:40 – 10:10 a.m.

The Minnesota Real Estate Market and Predictions for the Future

Robert J. Strachota

10:10 – 10:30 a.m.

Landlord-Tenant Relations – Lease Restructuring, Amendments and More

Shannon D. Hoagland

10:30 – 10:50 a.m.

Lender-Borrower Relations – Forbearance, Workouts or Foreclosure?

John M. Koneck

10:50 – 11:00 a.m. BREAK

11:00 a.m. – 12:00 p.m.

Annual Case Law Update

Paul B. Kilgore, Nancy K. Landmark, Samuel J.H. Sigelman & Jennifer M. Warfield

12:00 – 12:15 p.m. DISTINGUISHED SERVICE AWARD

12:15 – 1:15 p.m.

LUNCH BREAK &

VIRTUAL NETWORKING

Sponsored by Attorneys Title Guaranty Fund, Inc.

1:15 – 2:15 P.M.

BREAKOUT SESSION A

101

Assume I Know Nothing – Real Estate Fundamentals That You Absolutely, Positively Need to Know

Paul B. Kilgore

102

Title and Conveyancing Tips and Traps – Things I've Learned Over the Years That Could Save You Time and Trouble

Cindy K. Telstad

103

Things I've Learned About Residential Real Estate Over the Years – Traps, Tips and Tricks to Make Your Practice Better (And Your Clients Happier!)

John H. Brennan

104

Construction Difficulties in the Time of COVID – Owner v. Contractor and More

B.J. Nodzon

105

Commercial Lease Restructuring in the Age of COVID

Gary C. Eidson

106

5 Ways to Subdivide Property Plus Practice Tips

Angela M. Christy

107

Understanding the Law – Force Majeure, Impossibility and Impracticability: What Does Your Existing Contract Clause Mean and What Should Your Next Contract Say?

Spiwe L. Jefferson

108

Remote Notarization and eRecording – The Latest Developments and Practice Tips

John F. Nielsen

2:30 – 3:30 P.M.

BREAKOUT SESSION B

3:45 – 4:45 P.M.

BREAKOUT SESSION C

201

The 7 Deadly Sins of Torrens Practice – Mistakes Attorneys Make That Create Title Problems, Create Delays and Cause Recording Rejections

Wayne D. Anderson & Kimberly E. Brzezinski

202

How to Avoid Residential Real Estate Purchase Disasters (and What to do When They Occur)

Bryan J. Huntington & Rob A. Stefonowicz

203

The Annual Bush Nielsen Title Insurance Case Update

J. Bushnell Nielsen

204

Flash Points in Loan Forbearance and Workout Agreements – Borrower and Lender Strategies

Jon J. Hoganson & John M. Koneck

205

Representing Restaurants in a Time of Dire Need – Dealing with Lenders, Landlords, the Government and More: Practical Tips to Help Your Clients

Justin P. Weinberg

206

The Tenant Isn't Paying – Unlawful Detainer and Collection Practice in Troubled Times

Scott D. Blake & Jeffrey Maleska

207

The Lay of the Land in Agricultural County – Farmers, Banks, the Government and More!

Michael S. Dove

208

Challenging City and County Land Use Decisions – Navigating the Minefield: How and When to Appeal; Challenging the Failure to Act; Creating the Record for Review

Tamara O'Neill Moreland

301 *Back by Popular Demand*

Is the Property Marketable? Including the Use of the 30- and 40-Year Laws

Barbara B. Gilmore

302

Using TODDS to Transfer Real Estate – Current Issues and Avoiding Missteps

Jennifer L. Carey

303

7 Important Mechanic's Lien Issues and Problems Confronting Owners and Contractors: Timing, Overstatements, Excessive Liens, Relation Back and More!

Stephen E. Yoch & Daniel R. Haller

304

Assignments and Subleasing in Commercial Leases – Preparing for Tomorrow's Issues

Todd M. Phelps

305

Commercial Real Estate Remedies – Step-by-Step Introduction: A How-To Guide for Foreclosure Without Falling Prey to Common Missteps

Steven W. Meyer

306 *Repeated at #506*

29 Tech Tips for Working Remotely – Making Your Practice Better and Easier

Todd C. Scott

307

New and Revised Uniform Conveyancing Blanks – The Forms and What Is Important in Them

Chad E. Novak

308 *1.0 elimination of bias credit applied for*

Mapping Prejudice: Race and Privilege in Minneapolis

*Kevin Ehrman-Solberg
Kirsten Delegard (moderator)*



Don't Miss the Fun, New Virtual Networking Event

Sponsored by Attorneys Title Guaranty Fund, Inc.

**Thursday, November 12
12:15 – 1:15 p.m.**

Join the fun at this new virtual networking event. It will be a fun and terrific way to meet up with colleagues and make new contacts.



REGISTER TODAY!

www.minncle.org

DAY 2 – FRIDAY, NOVEMBER 13

MORNING
PLENARY SESSIONS

7:45 – 8:05 a.m.
JOIN ONLINE

8:05 – 8:15 a.m.
INTRODUCTION TO DAY 2

8:15 – 8:45 a.m.
Title Standards Update
Robert L. Russell
Alison M. Schubring

8:45 – 9:15 a.m.
Legislative Update
Jennifer L. Carey
Kevin J. Dunlevy

9:15 – 10:15 a.m.
Annual Case Law Update (continued)
Paul B. Kilgore
Nancy K. Landmark
Samuel J.H. Sigelman
Jennifer M. Warfield

10:15 – 10:45 a.m.
BREAK &
REAL PROPERTY SECTION ANNUAL MEETING

**REGISTER
TODAY!**

www.minncle.org

10:45 – 11:45 A.M.
BREAKOUT SESSION D

401
How to Transfer Property Without Probate – TODDs, Life Estates, Living Trusts or Joint Ownership?
Julian J. Zweber

402
How to Solve Access Problems – Using Easements, Cartways, Roads and More!
Shaun D. Redford & Katherine L. Wahlberg

403
Top Questions Facing Residential Landlords in 2020: COVID Impact on Evictions, Housing Operations, Rent-Abatement and Lease-Termination Claims, and Strategies to Address Fair-Housing Risks
Robin Ann Williams

404
Representing Hotels, Motels and Resort Properties in the Time of COVID
Lica Tomizuka

405
Article 9 for Dirt Lawyers – Understanding Security Interests in Fixtures and Personal Property: Obtaining, Preserving and Executing
James M. Pfau

406
Drafting Effective Waiver of Claims and Subrogation Provisions in Commercial Leases
Robert J. Olson

407
5 Retail Lease Clauses That Will Never Be the Same After COVID – Including Force Majeure, Continuous Operations and More!
Gina M. Fox

408 *1.0 ethics credit applied for*
Ethics Issues in Remote Practice: Document Management, eSignatures, and Multi-Jurisdictional Practice
Eric T. Cooperstein

12:00 – 1:00 P.M.
BREAKOUT SESSION E

501
Probate and Trustee Conveyances – In 60 Minutes You'll Learn What It Has Taken Us Years to Master: Understanding the White Pages, What to Record and Why, Plus Practical Tips That Can Make Things Easier
Matthew J. Foli & Jennifer L.J. Gilk

502
Representing Contract for Deed Sellers and Buyers – Current Issues Including Sellers' Registration, Cancellations and COVID-19
Larry M. Wertheim

503
How to Execute an Effective Property Tax Appeal – Includes Both How-To Instruction and Commentary on Valuation in the Time of COVID
Lynn S. Linné

504
Retail Leases: Tips for Achieving Reasonable Compromise on Workouts and New Deals in the Time of COVID
Shannon D. Hoagland

505
3 Pressing Issues in Condemnation in Our Time – The Meaning of *Elbert*, Post-Taking Damages, and Now COVID-19
Bradley J. Gunn

506 *Repeat of #306*
29 Tech Tips for Working Remotely – Making Your Practice Better and Easier
Todd C. Scott

507
Big Changes to the Guardianship and Conservatorship Statutes – A Practitioner's Guide
Robert A. McLeod

508 *1.0 elimination of bias credit applied for*
"Don't Die Alone at Home" – Meditation Methods for Stress Relief
Spive L. Jefferson & Joan M. Bibelhausen

AFTERNOON
PLENARY SESSION

1:30 – 3:30 p.m.

**Understanding and Using the Title Standard
“Guidelines for Legal Descriptions and Survey
Matters” – Including the Latest Guidelines
Approved by the Real Property Council**

*Nancy K. Landmark
David Meyers
Robert L. Russell*

3:30 p.m. INSTITUTE ADJOURNS



3 FREE POST-INSTITUTE WEBCASTS

Attendees of the 2020 Real Estate Institute may view 3 of the following 5 webcasts for FREE after the Institute! Instructions on how to register for free will be provided to attendees during the Institute.

1 Commercial Real Estate Remedies – Thorny Problems and How to Manage Them

Learn how to manage tricky commercial foreclosure issues including real estate located in multiple counties, non-contiguous real property, foreclosure of agricultural property, dealing with the mezzanine lender or B-Note holder and more.

Steven W. Meyer

1.0 standard CLE credit applied for

1.0 advanced real estate specialist credit applied for

2 The Minnesota Real Estate Market – More In-Depth

More data on all aspects of Minnesota real estate.

Robert J. Strachota

1.0 standard CLE credit applied for

1.0 advanced real estate specialist credit applied for

3 Medical Assistance Update – 2020

The latest word on medical assistance rules, enforcement and planning.

Julian J. Zweber & Amber Hildebrandt

1.0 standard CLE credit applied for

1.0 advanced real estate specialist credit applied for

4 Companion and Service Animals – What Animals Qualify and Where Can They Go?

Covering office space, retail space, multi-family residences and more!

Robin Ann Williams

1.0 standard CLE credit applied for

1.0 advanced real estate specialist credit applied for

5 Senior Housing Basics – Compliance Requirements of HOPA and Its Regulations

A primer on the requirements and pitfalls of compliance with the Fair Housing Act in senior housing developments.

Shannon D. Hoagland

1.0 standard CLE credit applied for

1.0 advanced real estate specialist credit applied for

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NEW!

2 LinkedLaw Deskbook Libraries!



Minnesota CLE has created 2 **NEW** LinkedLaw Deskbook Libraries. These searchable digital Deskbook Libraries are linked to the full text of cited authorities. Annual and monthly subscriptions are available.

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COURSE INFORMATION

LIVE ONLINE INSTITUTE

Thursday & Friday, November 12 & 13, 2020

Attend online at www.minncle.org

Registration for the Institute must be made at www.minncle.org

IN-PERSON PASSHOLDERS

You may use your Pass to register for the online Institute at no charge.

CREDITS – REAL ESTATE INSTITUTE

Minnesota CLE is applying to the Minnesota State Board of CLE for **12.0 total CLE credits**. We anticipate that breakout #408 will qualify for 1.0 ethics credit, and that breakouts #308 and #508 each will qualify for 1.0 elimination of bias credit. In no case may you claim more than 12.0 total credits for the Real Estate Institute. Application also is being made to the MSBA for **12.0 advanced real estate specialist credits**.

CREDITS – FREE WEBCASTS

Minnesota CLE is applying to the Minnesota State Board of CLE and to the Minnesota State Bar Association for the credits as listed by each webcast on page 7 of this brochure.

COURSE MATERIALS

Course materials will be provided electronically.

ACCOMMODATION

If you have a disability and need an accommodation in order to attend, please contact us as soon as possible in advance of the program. Contact Minnesota CLE at 2550 University Avenue West, Suite 160-S, Saint Paul, MN 55114, email customerservice@minncle.org, or call 800-759-8840.

CANCELLATION / NO-SHOW POLICY

Paid registrants who cancel before the seminar will receive a full credit on their account, or refund upon request. Paid registrants who do not cancel and are unable to attend will retain access to the seminar materials through their website account.

SCHOLARSHIPS AVAILABLE

Minnesota CLE maintains a scholarship program for those individuals with a financial need. For more information or to obtain a scholarship application, contact Grant at gdavies@minncle.org or 651-254-2111.

QUESTIONS?

EMAIL: customerservice@minncle.org

VISIT: www.minncle.org

CALL: 800-759-8840

THE 2020

REAL ESTATE INSTITUTE

THURSDAY & FRIDAY, NOVEMBER 12 & 13, 2020
ATTEND ONLINE – NO IN-PERSON ATTENDANCE

3094-21 | jhaj

1 TUITION:

\$475 MSBA member

\$475 paralegal

\$575 standard rate

Minnesota CLE Season Passholders attend at no charge.

In-Person Passholders –

You may use your Pass to register for the online Real Estate Institute at no charge.

NEW LAWYER DISCOUNT!

New lawyers who have been admitted to the bar fewer than 3 years receive a 50% discount.

SCHOLARSHIPS AVAILABLE!

Minnesota CLE maintains a scholarship program for those individuals with a financial need. To obtain a scholarship application, contact Grant at gdavies@minncle.org.

EARLY REGISTRATION DISCOUNT!

Save \$75 if you register for the online Real Estate Institute by September 30, 2020.

SAVE
\$75!

JOIN THE MSBA & PAY LESS FOR MINNESOTA CLE SEMINARS!

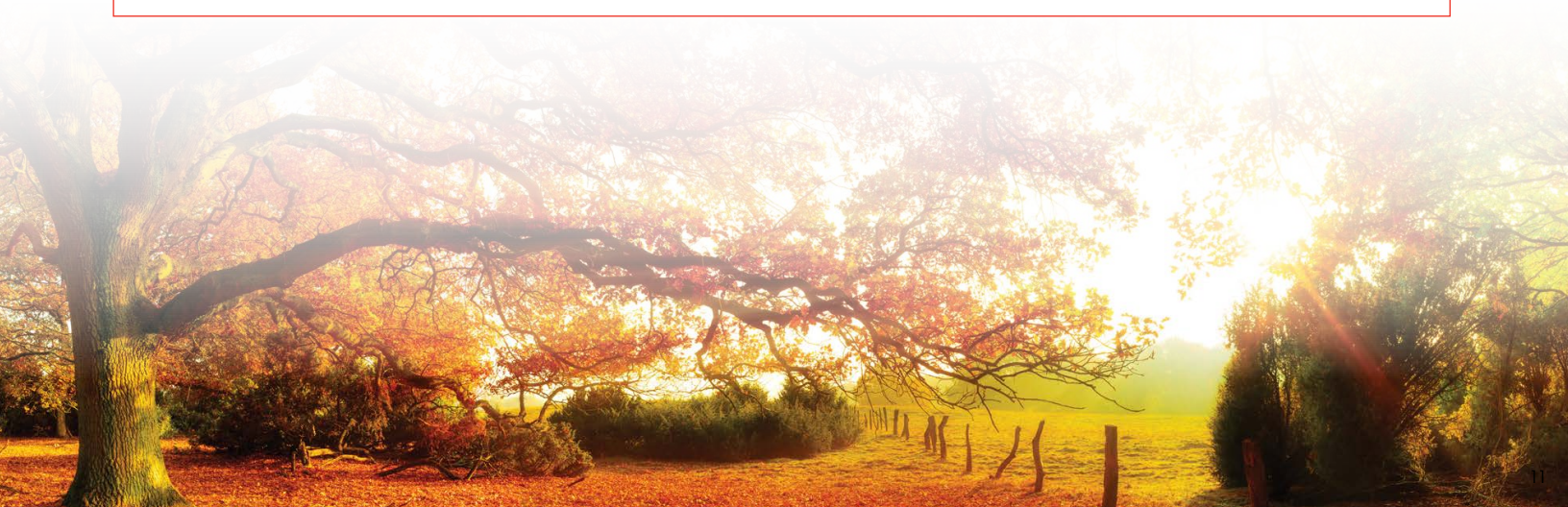
To join the MSBA go to www.mnbar.org
Or for more membership advantages call 1-800-882-6722

2 FREE WEBCASTS:

Attendees of the 2020 Real Estate Institute may view 3 of the 5 webcasts listed here for free! Instructions on how to register for free will be provided during the Institute.

- Commercial Real Estate Remedies – Thorny Problems and How to Manage Them
- The Minnesota Real Estate Market – More In-Depth
- Medical Assistance Update – 2020
- Companion and Service Animals – What Animals Qualify and Where Can They Go?
- Senior Housing Basics – Compliance Requirements of HOPA and Its Regulations

3 REGISTER ONLINE TODAY AT WWW.MINNCLE.ORG





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The 2020

REAL ESTATE INSTITUTE

LIVE ONLINE!

Thursday & Friday, November 12 & 13, 2020