

A seminar designed to provide a thorough understanding of a commercial transaction from beginning to end.

AT THIS SEMINAR YOU'LL LEARN:

- Development basics: zoning, variances, impact fees and more
- Tips to make the transaction go as smoothly as possible
- How to work your way through the development phase of the project
- Closing documentation and how to manage the closing
- How to avoid potential pitfalls

PLUS, YOU'LL RECEIVE:

- Sample commercial purchase agreement with annotations
- Sample options agreement with annotations
- Checklists and sample documents for closings
- Glossary of terms

COURSE INFORMATION

LIVE IN PERSON

Monday, April 20, 2026
Minnesota CLE Conference Center
600 Nicollet Mall, Suite 370
Third Floor City Center, Minneapolis

ONLINE REPLAYS

Wednesday, May 6, 2026
Friday, May 15, 2026
View online at www.minncle.org
A moderator will be available to answer questions by email.

COURSE MATERIALS

In-person attendees will receive the course materials in hard copy as well as electronic access via their Minnesota CLE website account.
Online replay attendees will receive electronic access via their Minnesota CLE website account.

ACCOMMODATION

If you have a disability and need an accommodation in order to attend this seminar, contact Minnesota CLE as soon as possible at **800-759-8840** or customerservice@minncle.org.

CREDITS

Minnesota CLE is applying to the Minnesota State Board of CLE for **6.0 standard CLE credits**. The maximum number of total credits attendees may report for this seminar is 6.0. Application also is being made to the MSBA for **6.0 advanced real estate specialist credits**.

SCHOLARSHIPS AVAILABLE

Minnesota CLE maintains a scholarship program for those with a financial need. Contact customerservice@minncle.org for further details or to obtain an application.

CANCELLATION POLICY / NO-SHOW POLICY

Paid registrants who cancel before the seminar will receive a refund. Paid registrants who do not cancel and are unable to attend will retain access to the seminar materials through their Minnesota CLE website account.

Nonprofit Org.
U.S. Postage
PAID
Minnesota Continuing
Legal Education

Minnesota Continuing
Legal Education
700 NICOLLET MALL, SUITE 200, MINNEAPOLIS MN 55402



Buying, Selling and
Developing

**COMMERCIAL
PROPERTY**



DATED MATERIAL – PLEASE EXPEDITE!



View information on
your mobile device or
register online.



Attend In Person
Monday, April 20, 2026
Minneapolis

Buying, Selling and
Developing

**COMMERCIAL
PROPERTY**



*Everything
you need to
know to take
a commercial
transaction
from start
to finish.*

LEARN ABOUT:

- Options Agreements
- Commercial Purchase Agreements
- Title Issues
- Development Issues
- Closing Issues
- And More

Plus, walk away with
sample forms!

Monday, April 20, 2026 – Attend In Person
Minnesota CLE Conference Center, Minneapolis

Can't Attend In Person? View an Online Replay!
Wednesday, May 6, 2026 - or - Friday, May 15, 2026



MINNESOTA CONTINUING
LEGAL EDUCATION
Your Success Is Our Goal

**POPULAR
SEMINAR
RETURNS!**

8:30 – 9:00 a.m.

CHECK-IN & CONTINENTAL BREAKFAST

9:00 – 9:05 a.m.

WELCOME & ANNOUNCEMENTS

9:05 – 10:05 a.m.

Options Agreements – with Annotated Form

A summary of the law of options; distinguishing options from purchase agreements; right of first refusal and more.

- *Katherine P. Pivec*
Siegel Brill, PA; Minneapolis
- *Hugh Van Scoy*
Siegel Brill, PA; Minneapolis

10:05 – 10:15 a.m. BREAK

10:15 – 11:15 a.m.

Commercial Purchase Agreements – with Annotated Form

A review of important contract terms and contingencies for the purchase of commercial real estate.

- *Sara N. Wilson*
Lommen Abdo, P.A.; Minneapolis

11:15 – 11:25 a.m. BREAK

11:25 a.m. – 12:25 p.m.

Title Issues and Clearing Title Defects

An overview of common commercial endorsements along with insuring provisions and exclusions from coverage of the ALTA policy.

- *Nancy K. Landmark*
Stewart Title Guaranty Company; Saint Paul

12:25 – 1:15 p.m.

LUNCH BREAK (on your own)

1:15 – 2:15 p.m.

Development Basics

Making your way through the city, county, state, and federal agencies: how, when and why to subdivide, rezone, obtain variances and permits, pay impact and other fees, and limit land use restrictions.

- *David S. Kendall*
Campbell Knutson; Eagan

2:15 – 2:25 p.m. BREAK

2:25 – 3:25 p.m.

Commercial Closing – with Checklists, Forms, and Escrow Letter Forms

A practical “how-to” presentation on organizing and conducting the commercial closing. Focusing on the preparation and organization of both the table closing and the escrow and how to avoid the mistakes that make clients unhappy despite your good legal work.

- *Michael D. Fleming*
Stewart Title Company; Minneapolis

3:25 – 3:35 p.m. BREAK

3:35 – 4:35 p.m.

Filing and Recording – Problems and Solutions

What and where to file documents; avoiding problems that can delay the transaction.

- *Matthew J. Foli*
Guaranty Commercial Title; Minneapolis

Buying, Selling and Developing

COMMERCIAL PROPERTY

Monday, April 20, 2026 – Attend In Person

Minnesota CLE Conference Center
600 Nicollet Mall, Suite 370, Minneapolis

Can't attend the live seminar? View an online replay!
Wednesday, May 6, 2026 - or - Friday, May 15, 2026
www.minncle.org

Registration must be made online at www.minncle.org

For assistance, call Minnesota CLE at **800-759-8840** or email customerservice@minncle.org.

TUITION:

\$295 MSBA member
\$295 paralegal
\$345 standard rate

SEASON PASSHOLDERS:

- **Super Passholders** may attend the in-person seminar or an online replay at no charge.
- **In-Person Passholders** may attend the in-person seminar at no charge or an online replay for 50% off.
- **Online Passholders** may attend the in-person seminar for 50% off or an online replay at no charge.

NEW LAWYER DISCOUNT!

New lawyers who have been admitted to the bar less than 5 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 customerservice@minncle.org.

JOIN THE MSBA AND PAY LESS FOR MINNESOTA CLE SEMINARS!

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

QUESTIONS?

www.minncle.org
customerservice@minncle.org
800-759-8840