

FACULTY

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COURSE INFORMATION

LIVE IN PERSON

Thursday, May 21, 2026
Minnesota CLE Conference Center
600 Nicollet Mall, Suite 370
Third Floor City Center, Minneapolis

ONLINE REPLAYS

Monday, June 1, 2026
Wednesday, June 17, 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 CLE credits, including 1.0 ethics credit**. 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 basic real estate specialist credits**.

SCHOLARSHIPS AVAILABLE

Minnesota CLE maintains a scholarship program for those with a financial need. Contact customerservice@minncle.org for 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.

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DATED MATERIAL – PLEASE EXPEDITE!



RECYCLABLE

View information on
your mobile device or
register online.



How to Become a

Successful Real Estate Lawyer

Thursday, May 21, 2026
Minneapolis



MINNESOTA CONTINUING LEGAL EDUCATION
Your Success Is Our Goal

How to Become a Successful Real Estate Lawyer

What I Know Now That I Wish I Knew Then

Experienced Real Estate Attorneys Share Their Valuable Insights and Essential Practice Tips!

In this course, you will:

- Learn the essentials of **commercial leases** and **purchase agreements**
- Gain an understanding of how to navigate **title insurance** issues with confidence
- Develop the skills to handle **commercial and residential closings**
- Hear from experienced attorneys about what it really means to **practice real estate law** and how to **build a successful practice**
- Explore common **ethics conundrums** that come up in real estate practice
- And much more!

Thursday, May 21, 2026 – Attend In Person
Minnesota CLE Conference Center, Minneapolis

Can't Attend In Person? View an Online Replay!
Monday, June 1, 2026 - or - Wednesday, June 17, 2026

8:30 – 9:00 a.m.

CHECK-IN & CONTINENTAL BREAKFAST

9:00 – 10:00 a.m.

Understanding the Commercial Purchase Agreement

An essential primer for attorneys entering the commercial real estate practice area. This presentation breaks down the structure and the key provisions of a commercial purchase agreement and provides the foundational knowledge to review, draft, and negotiate these agreements.

– *Marvin A. Liszt*

10:00 – 10:45 a.m.

Title Insurance: The Difference Between Closing Deals and Cleaning Up Messes

A practical, real-world guide to navigating title insurance with confidence, including how to read a title commitment and identify potential risks before they become problems. Attendees will learn how to effectively review and negotiate Schedule B, understand the purpose and strategic use of key endorsements, and respond when unexpected issues arise in a transaction.

– *Barbara B. Gilmore*

10:45 – 11:00 a.m. BREAK

11:00 – 11:30 a.m.

How to Handle the Commercial Closing

Learn how to approach pre-closing preparation with purpose, develop and execute an effective closing checklist, and identify key risk areas before they become problems at the table. The presentation will also cover essential post-closing follow-up to ensure all loose ends are tied up and the transaction is fully completed.

– *Barbara B. Gilmore & Marvin A. Liszt*

11:30 a.m. – 12:30 p.m.

Understanding the Commercial Lease

Just like the commercial purchase agreement, a successful real estate attorney needs to become intimately familiar with the components of the commercial lease and how it allocates economic benefits, operational control, and legal risk.

– *Brianna H. Maershbecker*

12:30 – 1:15 p.m.

LUNCH BREAK (on your own)

1:15 – 2:00 p.m.

Overview of the Lawyer's Role in Residential Real Estate

For most real estate attorneys, residential work is fairly standardized and transaction-driven, with occasional advisory or dispute matters mixed in. However, when the attorney is called upon to step in, it is essential that they have a firm grasp of the core issues in play.

– *Katherine P. Pivec*

2:00 – 2:45 p.m.

Career Advice Panel: Keys to Success

What does it take to become a successful real estate lawyer? Hear tips and advice from panelists who have made the journey and learn how their experiences can benefit you.

– *Marvin A. Liszt, Brianna H. Maershbecker & Katherine P. Pivec*

2:45 – 3:00 p.m. BREAK

3:00 – 4:00 p.m.

Top Ethical Conundrums in Real Estate Law

1.0 ethics credit applied for

Real estate transactions move fast, and ethical pitfalls often hide in the fine print and the pressure to close. This program explores the most common and consequential ethical conundrums facing real estate attorneys, from navigating dual representation and managing conflicts of interest to handling client funds, disclosure obligations, and dealing with unrepresented parties.

– *Charles E. Jones*

4:00 – 4:15 p.m.

Helpful Resources for Real Estate Lawyers

Learn about the valuable tools and resources available to you through Minnesota CLE that can help you on your mission to becoming a successful real estate lawyer.

– *Holly L. Garland*

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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?

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