

YOUR DISTINGUISHED FACULTY



Virginia S. Boliek
Law Office of Virginia Boliek, LLC, Birmingham

Ms. Boliek has more than 25 years of experience in commercial real estate transactions. Prior to starting her own practice, she was Of Counsel with McGlinchey Stafford PLLC, associate counsel in the commercial mortgage area of the investment department at Protective Life Corporation and an associate in the financial institutions and financial services regulation area at Balch & Bingham LLP.



Kevin Gray
Bradley Arant Boult Cummings LLP, Huntsville

Mr. Gray's practice includes representing creditors, distressed borrowers, committees, and other stakeholders in bankruptcy litigation and workout proceedings. He has represented clients in medical, office, hotel, government, and retail projects.



Jonathan E. Raulston
Engel Hairston & Johanson, PC, Birmingham

Mr. Raulston practices in the areas of business and commercial law, litigation, bankruptcy, creditor's rights, foreclosure, and collections.



Sarah Leopold Taggart
Sarah Taggart, P.C., Huntsville

Ms. Taggart's law firm is a boutique practice which is specifically tailored to meet the needs of residential and commercial landlords throughout the entire State of Alabama. She is on the board of the Alabama Apartment Association and serves as a legal advisor to the Apartment Association of North Alabama.



Mary Stewart Nelson Thompson
Fish Nelson & Holden, LLC, Birmingham

Ms. Thompson's expertise focuses on corporate law, contracts, insurance, mediation, and real property law. She leads the law firm's real property division, which offers legal services such as real estate closings, foreclosures, and evictions.



Brian Walding
Walding, LLC, Birmingham

Mr. Walding's main areas of practice include bankruptcy, creditors' rights and workouts, real property issues, transactions, commercial loans, and corporate counsel. He is admitted to practice in Alabama and before the U.S. District Courts for Northern, Middle and Southern Districts of Alabama as well as the U.S. Bankruptcy Courts for the Northern, Middle and Southern Districts of Alabama.



Joshua B. White
Stephens Millirons, PC, Huntsville

Mr. White currently manages the Bankruptcy, Eviction and Litigation departments. He is licensed to practice law in Alabama as well as Tennessee. He is admitted to practice in Alabama state courts and the U.S. District and Bankruptcy Courts for the Northern, Middle, and Southern Districts of Alabama. Mr. White represents local and national banks, mortgage lenders, and GSEs primarily in the areas of bankruptcy, ejection/eviction, and related real estate/title litigation.

The comprehensive 2018 agenda will cover the most pressing issues with Alabama real estate law, including:

- **Commercial real estate financing.** Virginia Boliek will walk you through the loan process, explain how to negotiate key terms of the loan commitment, and review the preparation of legal opinions.
- **Foreclosures.** Jonathan Raulston will outline the foreclosure process and provide tips for a smooth foreclosure.
- **Loan modification.** Brian Walding will review programs and incentives that are available for loan modification and will offer tips on how to negotiate the best possible loan modification for your client.
- **Preceding the closing date.** Mary Stewart Nelson Thompson will give pointers to use in making sure to dot the i's and cross the t's before the closing date.
- **Title litigation.** Joshua White will discuss title litigation—including the initiation and pleading requirements, burdens of proof and common defenses, and trial tactics.
- **Landlord and tenant law.** Sarah Taggart will discuss the landlord-tenant relationship from pre-lease considerations to eviction and touch on issues such as screening and disqualifying tenants, late fees, and handling repairs.
- **Ethical considerations.** Kevin Gray will explore ethical concerns that arise in the practice of real estate law, including conflicts of interest, the disclosure of defects in property, liability in title examination, and attorney fees.

Alabama Law Weekly

2018

Real Estate Law Conference For Alabama Attorneys

FRIDAY, NOVEMBER 2 | HOOVER

Leading authorities deliver critical law practice guidance on the hottest topics and some of the most complex issues Alabama attorneys who practice real estate law will face.

EARN
CLE
CREDIT

7 hours of
CLE
6 hours of
general and 1
hours of Ethics

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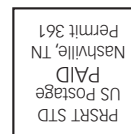
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 - A \$50 fee applies to ALL conference cancellations.
- Cancellation Policy**
- Guarantee: If you are not completely satisfied, we will refund 100% of your registration fee-no questions asked.
- Get up-to-date information on the latest and most significant developments affecting your clients and practice. Reserve your seat at the **2018 Real Estate Law Conference for Alabama Attorneys**. Your registration includes the one-day conference, pages of valuable course materials, morning and afternoon snacks, and up to 7 hours of CLE credit, including 1 hours of Ethics.

Offer code: MLXX92

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WHEN: Friday, November 2, 2018
WHERE: Hoover, AL

2018 Real Estate Law Conference For Alabama Attorneys

When you attend, you will learn:

- The pros and cons of different finance options
- Key regulatory issues and how lenders are handling them
- How to conduct loan commitment and loan closing due diligence
- How to negotiate the best possible loan modification for the client
- How to draft documents to cure title defects
- Checklists to follow in preparing for the closing date
- Strategies and tactics to use in title litigation
- What you can use to “qualify” a tenant
- Essential pro-active and remedial lease provisions
- Keys to spotting and handling typical foreclosure issues
- Ethical concerns with regard to disclosure of defects in property



Agenda

FOR FULL AGENDA DETAILS, VISIT MLEESMITH.COM/AL-REL

FRIDAY, NOVEMBER 2

Title Litigation

8:30 a.m. to 9:30 a.m.

Joshua White
Stephens Milliron, PC

- Common title issues
- How title issues arise
- Initiation and pleading requirements
- When title issues are typically discovered
- Burdens of proof and common defenses
- Defenses, strategies, and tactics

Preceding the Closing Date

9:30 a.m. to 10:30 a.m.

Mary Stewart Nelson Thompson
Fish Nelson & Holden, LLC

- Opening the closing: How to get started
- Review of the sale agreement
- Insured closing letters vs. a title policy
- Coordinating a settlement date and items not to be forgotten
- Once the reports arrive: Reading payoff letters, tax searches, and other data
- Receipt of closing package from the lender
- Circulation of documents for approval prior to the closing
- Other documents involved
- Example checklists

MORNING BREAK

10:30 a.m. to 10:45 a.m.

Tenant Evictions, Court, and Litigation

10:45 a.m. to 11:45 a.m.

Sarah Taggart
Sarah Taggart, P.C.

- Negotiating lease agreements you want
- Enforcing a lease agreement
- Inspecting the property
- Screening and qualifying tenants: Fair Housing, discrimination, and background checks
- Third parties not on lease who are living with your tenant
- Security deposits and personal guarantees

- Late fees: How much is too much?
- Handling repairs
- Terminating the tenancy
- Demands, notices, lockouts

LUNCH (on your own)

11:45 a.m. to 1:00 p.m.

Loan Modifications

1:00 p.m. to 2:00 p.m.

Brian Walding
Walding, LLC

- Programs and incentives available
- Submitting a loan modification request
- Handling your client’s case
- Negotiating the best possible loan modification

The Mechanics of Commercial Real Estate Financing

2:00 p.m. to 3:00 p.m.

Virginia S. Boliek
Law Office of Virginia Boliek, LLC

- Negotiating key terms of the loan commitment
- Recourse vs. non-recourse guarantees
- Preparing and reviewing loan documents
- Loan closing due diligence

AFTERNOON BREAK

3:00 p.m. to 3:15 p.m.

Foreclosures

3:15 p.m. to 4:15 p.m.

Jonathan E. Raulston
Engel, Hairston & Johanson, P.C.

- Pre-foreclosure process and documents
- The foreclosure sale: Notices, procedures, and documents
- Post-foreclosure: Wrap-up, deficiency, eviction, and more
- Keys to spotting and handling issues that typically pop up
- Insider tips for smooth foreclosure

Legal Ethics

4:15 p.m. to 5:15 p.m.

Kevin Gray
Bradley Arant Boult Cummings LLP

- Conflicts of interest
- Duty to disclose
- Title insurance issues and liability
- Case law update

WHEN: Friday, November 2, 2018

WHERE: Holiday Inn Hoover

2901 John Hawkins Pkwy

Hoover, AL 35244

Free parking & Free wi-fi

INVESTMENT:

\$337 Full Program,

\$257 Additional Attendees

\$147 Materials Only

Early bird: \$50 off until September 21

CLE CREDIT:

7 hours of CLE

(6 hours of GENERAL and 1 hour of ETHICS)

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