Featuring Speakers From:
- CBRE, Inc.
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- Fidelity National Title Group
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- Jameson Babbitt Stites & Lombard PLLC
- K&L Gates LLP
- Kidder Mathews
- Marten Law PLLC
- Metzler Realty Advisors Inc.
- Ryan Swanson & Cleveland PLLC
- Schnitzer West LLC
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- Williams Kastner & Gibbs PLLC

The 23rd Annual Advanced Conference on

Commercial Real Estate Purchase and Sale Transactions

The structuring, financing, negotiation, documentation and due diligence of major commercial property sales

April 13 & 14, 2017
Seattle, Washington
Renaissance Seattle Hotel

Credits: 10.50 WA Bar CLE | 12.50 WA RE | WA LPO Pending (call about others)
Quick when/where: 8:30 a.m., 515 Madison St.

If you cannot attend in person, check boxes to order:
- [ ] Live Homestudy
- [ ] Homestudy Replay
- [ ] Webcast
- [ ] Course Materials
Commercial real estate is moving fast in the current market and for brokers, agents, owners, attorneys, and lenders, the 23rd annual Purchases and Sales Conference will provide the tools you need to keep up with the pace of transactions. Purchases and Sales agreements are unique machines that unfortunately can blow up in the face of the unwary or uninformed. The conference begins with a thorough and intensive look at the anatomy of a purchase and sale agreement. You will hear insights to seller, buyer and lender perspectives, negotiation of key issues, due diligence investigations and other buyer contingencies, case studies, financing, market trends, letters of intent, standard forms and provisions, negotiation positions and methods.

Leading real estate professionals will address, in a real world context, litigation rights and remedies, sticking points in negotiating reps and warranties, ownership and capital structures, special issues with foreign entity involvement, title insurance and survey issues, acquisition financing and leases, estoppel certificates, subordination and NDA's. The key words here are "real world context" -- the knowledge you gain here can be used tomorrow - or even this afternoon if you are pressed. This conference is a must for anyone who needs to make important decisions in commercial property purchases and sales.

~ Program Co-Chairs: Jennifer D. Cobb, Esq. of Jameson Babbitt Stites & Lombard PLLC and Brian L. Lewis, Esq. of Ryan Swanson & Cleveland PLLC
**Case Study of Complex Acquisition Scenarios**
An in-depth review of the challenges faced and conquered in a “hypothetical” acquisition scenario from the perspective of a sophisticated buyer and its legal counsel

Jennifer D. Cobb, Esq.,  *Program Co-Chair*
Dan Ivanoff,  *Founder and Managing Investment Partner*
Schnitzer West LLC ~ Bellevue, WA

**Trends in Ownership and Capital Structures**
Ownership and capital structures and options; factors to consider in selecting the one that best fits the property and buyer group

Steven L. Wood, Esq.,  *Founder and Managing Director*
CenturyPacific, LLLP ~ Seattle, WA

Special issues to consider with foreign entity involvement

Donald M. Wise,  *President & CEO*
Metzler Realty Advisors Inc. ~ Seattle, WA

China as an emerging major player

Holly X. Yang,  *Vice President and Partner*
Kidder Mathews ~ Bellevue, WA

**Current Sticking Points in Negotiating Reps and Warranties**
Current expectations and new standards: Multiple constituencies; survival provisions; baskets and caps on liability; seller and buyer positions; indemnification and guaranties of obligations; tips for finding solutions that work for both parties

Charles H. Royce, Esq.,  *LEED AP*
K&L Gates LLP ~ Seattle, WA

**Escrows & Closings**
Logistics and other issues: Coordination tips for smoother closing; avoiding documentation and procedural problems; resolving pro-ration disputes and minimizing loan-funding delays

Chantale Stiller-Anderson, Esq.,  *Commercial Closing Counsel*
First American Title Insurance Company ~ Seattle, WA

**Litigation Update: Rights & Remedies**
Recent developments in judicial and non-judicial foreclosures, real estate contract forfeitures, evictions, workouts, and bankruptcies

Thomas S. Linde, Esq.
Schweet Linde & Coulson, PLLC ~ Seattle, WA

**Related Seminars & Webcast Replays:**
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<td>March 2-3, 2017</td>
<td>Seattle, WA</td>
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<td>SEPA &amp; NEPA</td>
<td>January 13, 2017</td>
<td>Seattle, WA</td>
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<td>Commercial Real Estate Leases</td>
<td>December 8-9, 2016</td>
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<td>Growth Management Act</td>
<td>November 14-15, 2016</td>
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**General Webcast Info**
- High quality audio & video
- View slide decks like you were in the room
- Works on any platform, any device

**Video Replays**
- Allow you to time-shift your content
- The streaming version has navigation tools and search capabilities that allow you to quickly find the portions most important to you
- The Vodcast option allows you to make effective use of in-flight plane time

**Live Webcasts**
- Participate from anywhere
- Includes the ability to ask questions
- Qualifies for live credits in most states

**Registration & Other Conference Information**

**To Register:**
Call us at: 206-567-4490
Fax the registration form to us at: 206-567-5058
Email us at: registrar@lawseminars.com
Online: www.lawseminars.com
Mail the registration form on the front page.
Walk-ins are welcome, subject to space availability.
Registration is complete when we receive payment or agree to later payment.

**Tuition:**
Regular tuition for in-person or webcast attendance for this program is $795 with a group rate of $595 each for two or more registrants from the same firm. For government employees, we offer a special rate of $530. For students, people in their job for less than a year, and public interest NGOs, our rate is $397.50. All rates include admission to all seminar sessions, food and beverages at breaks, and all course materials. Materials will be available for download and review a few days before the seminar. Make checks payable to Law Seminars International. Financial aid is available to those who qualify. Contact our office for more information.

**Substitution & Cancellation:**
You may substitute another person at any time. We will refund tuition, less a $50 cancellation fee, if we receive your cancellation by 5:00 p.m. on Friday, April 7, 2017. After that time, we will credit your tuition toward attendance at another program or the purchase of a webcast or audio replay.

**Seminar Location:**
The conference will be held at the Renaissance Seattle Hotel at 515 Madison St. in Seattle, WA 98104.
Jennifer D. Cobb, Program Co-Chair is a partner, Jameson Babbitt Stites & Lombard PLLC. She represents developers, owners, users, purchasers and lenders in real estate transactions, including development, leasing, sales and acquisitions, entity formation and financing. She is listed as a Super Lawyer and one of Seattle’s Best Lawyers.

Brian L. Lewis, Program Co-Chair is a member of Ryan Swanson & Cleveland PLLC. He focuses on real estate transactions and debtor/creditor relations. This includes drafting, negotiating and reviewing purchase and sale agreements, leases, loan documents and development agreements on behalf of lenders, borrowers, real estate developers and institutional land owners.

James Bach is a First Vice President at CBRE Capital Markets. He specializes in debt and equity finance, originates mortgages (construction, bridge, mezzanine and permanent) and equity opportunities for correspondent life insurance companies, banks, pension funds, conduits (CMBS), agency lenders (Fannie Mae, Freddie Mac and FHA-HUD), and credit companies.

Dan Ivanoff is Founder and Managing Investment Partner of Schnitzer West LLC, a commercial real estate investment, development, and management company.

John W. Jones is Senior Vice President and Senior Commercial Underwriter at Fidelity National Title Group. He oversees underwriting for local, multi-county, and multi-state transactions for the Seattle Commercial Division including many of the significant projects in the Seattle-Bellevue area.

Thomas S. Linde is a member of Schweet Linde & Coulson, PLLC. He practices real estate transactions and financing, judicial and non-judicial real property foreclosures, contract forfeitures, evictions, and represents creditors in bankruptcy court proceedings.

Gregory G Lutje is of counsel at Ryan Swanson & Cleveland PLLC. He focuses on commercial real estate leasing, acquisitions, dispositions, financing, refinancing, development and entitlements.

Bradley M. Marten is Chairman and Managing Partner at Marten Law PLLC. He is principal environmental counsel to over two dozen companies and represents local governments and NGOs. His NRD experience includes Exxon Valdez and Deepwater Horizon oil spills and Fox River.

Charles H. Royce is a Partner at K&L Gates LLP. He practices real estate and finance law, representing clients in the areas of commercial real estate transactions and leasing.

Chantale Stiller-Anderson is a Commercial Closing Counsel for First American Title Insurance Company. She focuses on closing and underwriting commercial transactions nationwide working with attorneys, developers, brokers, lenders and corporate clients.

Alan L. Wallace is a member of Williams Kastner & Gibbs PLLC. He counsels private and non-profit real estate owners, developers and investors in obtaining, protecting, and litigating real property rights.

Donald M. Wise is the President & CEO of Metzler Realty Advisors Inc. He is responsible for the formulation and implementation of North American real estate investment strategies for the firm’s clients. He is active in the Urban Land Institute and the Association of Foreign Investors in Real Estate.

Steven L. Wood is Founder and Managing Director at CenturyPacific, LLLP. Previously, he was Chief Operating Officer of Burlington Resources real estate affiliate. He is experienced in structuring ventures and transactions, asset management and real estate development.

Holly X. Yang is a Vice President and Partner of Kidder Mathews, where she specializes in real estate investment brokerage. She leads the company’s Seattle-area China Services division.

Who Should Attend:
Attorneys, real estate professionals, appraisers, brokers, lenders, and other decision makers in the purchase and sale of commercial property

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