

Commercial Real Estate: MCLE BasicsPlus!®

Buying, selling, developing, financing and leasing

- **Title and Survey:** Explanation of basic title documents, what title insurance is and what it covers, how to decipher key sections of a title insurance policy, and what to expect when negotiating the policy; Essential survey elements and how to locate them
- **Overview, Offers/Letters of Intent, Acquisition Documents:** What should and should not be in a letter of intent or offer to purchase, and why; How to progress from offer or LOI to purchase and sale agreement, including an examination of key purchase and sale agreement issues such as representations and warranties, pre-closing rights and obligations, closing conditions, and remedies for default; Considerations concerning choice of buyer entity
- **Zoning, Subdivision, Environmental Site Assessments:** Overview of zoning law, including forms of zoning relief, and how to perform a zoning analysis on proposed and completed projects; How the Subdivision Control Law and local practices can help or hinder development; What to look for in an environmental site assessment report, and what to do when you find it
- **Permanent Financing:** The loan application and commitment process; Important document provisions, including nonrecourse clauses, subordinate financing, due on sale, prepayment penalties, and financial covenants; How permanent financing documents affect every aspect of your client's project, from the ability to restore the building following a casualty to the ability to find and retain quality tenants
- **Leasing:** Discussion of office and retail lease issues from the perspectives of landlord and tenant, from term sheet to final lease; Key concepts applicable to any lease, including operating and common area maintenance expense and tax provisions and construction of leasehold improvements; How to digest and abstract a lease

Faculty

- Darren M. Baird, Esq., *Goulston & Storrs, PC, Boston*, Cochair
 Eric M. Labbe, Esq., *Dain, Torpy, Le Ray, Wiest & Garner, PC, Boston*, Cochair
 Jean C. Bowe, Esq., *Goulston & Storrs, PC, Boston*
 Peter Brassard, Esq., *Dain, Torpy, Le Ray, Wiest & Garner, PC, Boston*
 Margaret M. Fortuna, Esq., *Assistant Vice President, Commercial Counsel, Commonwealth Land Title Insurance Company, Boston*
 Edward Gelles, Esq., *Dain, Torpy, Le Ray, Wiest & Garner, PC, Boston*
 Sean W. Gilligan, Esq., *Gesmer Updegrove LLP, Boston*
 Daniel C. Healy, Esq., *Seyfarth Shaw LLP, Boston*
 Kathleen M. Heyer, Esq., *Pierce Atwood LLP, Boston*
 Michael W. Parker, Esq., *Dain, Torpy, Le Ray, Wiest & Garner, PC, Boston*



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Dates & Locations

Register at www.mcle.org

BOSTON

Thursday, October 27, &
 Friday, October 28, 2022
 9:30 am–4:30 pm
 MCLE Conference Center,
 10 Winter Place, via Winter Street
 Program Number: 2230014P01

LIVE WEBCAST

Thursday, October 27, &
 Friday, October 28, 2022
 9:30 am–4:30 pm
 Program Number: 2230014WBC

REBROADCAST

Monday, November 14, &
 Tuesday, November 15, 2022
 9:30 am–4:30 pm
 Program Number: 2230014RBC

REBROADCAST

Tuesday, November 22, &
 Wednesday, November 23, 2022
 9:30 am–4:30 pm
 Program Number: 2230014RB1

ON DEMAND WEBCAST

View after Wednesday, November 23, 2022
 Program Number: 2230014WBA

Tuition *(includes written materials)*

- \$295
- \$265.50 MCLE Sponsor Members
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To apply for a need-based scholarship, email scholarships@mcle.org.

Materials

The materials for this program include MCLE's *Commercial Real Estate Practice in Massachusetts*, which, along with any other materials, can be downloaded via the link emailed to you upon registration.

Also, there is no need to take extensive notes. Two weeks after the live webcast, all registrants receive a link to a verbatim transcript and audio and videorecordings of this program.

CLE Credits

Earn up to 12 CLE credits
 including up to 0.5 ethics credit



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Policies and Information

Register early!

For course agendas, hours, fees, and discounts, please refer to the respective seminar pages. The fee includes program instruction and all electronic written materials unless otherwise noted.

To gain early access to online materials, please register in advance of the program.

Upon registration, MCLE will email a confirmation.

Day-of-the-program registrations are welcome, with the exception of limited enrollment programs, or as otherwise noted.

We accept cash, checks, MasterCard, Visa, American Express, and Discover.

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Individual attorneys are responsible for checking with their particular state CLE accreditation authority about whether and how much credit will be granted. Although MCLE does not pursue state-based credit, MCLE programs are regularly approved in many jurisdictions. It is the responsibility of the individual attorney to submit the information and certifications required under the respective state rule to the appropriate authorities in the jurisdictions in which they seek credit.

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For the first five years of practice, MCLE offers new lawyers a 50% discount on all of its products, including programs, books, mp3 recordings, and the MCLE OnlinePass®. If you were admitted to the bar within the last five years, take advantage of the new lawyer prices listed throughout this catalog.

Attorney scholarships

No lawyer should be precluded from participating in CLE due to financial barriers. Request a partial tuition scholarship in confidence by emailing scholarships@mcle.org at least two weeks in advance of the program.

The fee for firm, corporate law department, or agency membership is calculated based on the number of Massachusetts admittees within the organization. Benefits of membership extend to all lawyers and non-lawyer professionals associated with the organization.

- Solo Practitioners \$95
- Firms by number of Massachusetts attorneys:
 - 2-5 \$ 150 ■ 76-150 \$2,500
 - 6-10 250 ■ 151-250 3,500
 - 11-25 500 ■ 251+ 4,500
 - 26-75 ... 1,000

Order Form Fall/Winter | Sept 2022–Feb 2023

REFERENCE # 23-020

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- ▶ **WALK UP** on the day of the program or **DROP IN** to MCLE's bookstore, Monday – Friday, 8:30 am–5:00 pm

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3 PAYMENT METHOD

GRAND TOTAL

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