

COURSE PLANNERS



David J. Scaggs, Esq.

THE GRANGER FIRM, PAOLI

Mr. Scaggs is a member of the Pennsylvania and Chester County Bar Associations. In 2011, he was nominated as a Council member to the Pennsylvania Bar Association's Real Property, Probate and Trust Law Section. He is also the chairman of the Westtown Township Zoning Hearing Board in Chester County. Mr. Scaggs concentrates his practice in the area of real estate transactions and litigation, representing a large spectrum of clients, including

title insurance companies, lenders, real estate brokers and developers in litigation matters. Mr. Scaggs also regularly handles construction defect litigation, commercial and residential purchases and disputes, leasing, zoning issues, homeowner association matters and seller's disclosure matters.



Brett M. Woodburn, Esq.

TUCKER ARENSBERG, LEMOYNE

Mr. Woodburn handles real estate law, professional licensing law, employment law and policy, and general corporate matters. Mr. Woodburn serves as general counsel to Keystone Human Services and formerly was associate general counsel to the Pennsylvania Association of Realtors®. He is a past member of the Board of Directors for the Pennsylvania Bar Institute and is a member of the American, Pennsylvania and the Dauphin County Bar Associations.

Mr. Woodburn served as the 2012 President for the Dauphin County Bar Association and was the 2005 chair of the Dauphin County Young Lawyers Division. He is a past chair and council member for the Real Property Division of the Real Property, Probate and Trust Section of the Pennsylvania Bar Association, a past chair of the Plain English Committee, and currently serves on the ADR and Veterans Affairs committees.

FACULTY

Bradley S. Dornish, Esq.

DORNISH LAW OFFICES, PC
DORNISH SETTLEMENT SERVICES, LLC
PITTSBURGH

Lisa A. McEntee, Esq., CLTP

FIRST AMERICAN TITLE INSURANCE
COMPANY, BERWYN

Kellie A. McGowan, Esq.

EASTBURN AND GRAY, PC, DOYLESTOWN

William J. Parker, Esq.

CONESTOGA TITLE INSURANCE COMPANY
LANCASTER

Susan M. Swick, Esq., CLTP

OLD REPUBLIC TITLE INSURANCE GROUP
PITTSBURGH

PBI is an approved provider for PA Continuing Judicial Education.

6
CLE

This program has been approved by the Pennsylvania Continuing Legal Education Board for 5 hours of CLE credit in substantive law and 1 hour of ethics. Ethics information has been integrated throughout this program. To receive 1 hour of ethics credit, you must attend the entire course.

6
CE

This course has been approved for 6 Pennsylvania Insurance Continuing Education credits.

NONPROFIT ORG.
U.S. POSTAGE
PAID
Pennsylvania Bar
Institute

Allegheny County
Bar Association



PBI
5080 Ritter Road
Mechanicsburg, PA 17055-6903

PBI

REAL ESTATE 101

Basic tools of the trade

Mechanicsburg | Tue., Aug. 14, 2018

Philadelphia | Thu., Aug. 16, 2018

Pittsburgh | Tue., Aug. 21, 2018

Live Webcast | Thu., Aug. 16, 2018

Simulcast | Thu., Aug. 16, 2018

Details inside.

REGISTER TODAY!
800-932-4637 | www.pbi.org

PBI

Continuing Legal Education Arm
of the Pennsylvania Bar Association

REAL ESTATE 101

Basic tools of the trade

Mechanicsburg | Tue., Aug. 14, 2018

Philadelphia | Thu., Aug. 16, 2018

Pittsburgh | Tue., Aug. 21, 2018

Live Webcast | Thu., Aug. 16, 2018

Simulcast | Thu., Aug. 16, 2018

Erie, Greensburg, New Castle, West Chester, Wilkes-Barre

9:00 am to 4:15 pm; check-in begins at 8:30 am; lunch included

6
CLE

5 SUBSTANTIVE | 1 ETHICS | 6 INSURANCE CE

REAL ESTATE 101

Basic tools of the trade

Join us for the nuts and bolts of buying and selling residential property as well as an introduction to some important real estate topics often encountered in practice.

- ▶ Learn the fundamentals of a residential real estate transaction from your client's first encounter with a real estate broker through funding the deal at closing.
- ▶ Know how to best advise and represent a client whether they are a buyer or seller, and some ideas on what to do when your client comes to you after they have signed a contract.
- ▶ Learn from experienced attorneys about the common pitfalls and local quirks that can derail a deal and how to handle surprises at closing.
- ▶ Most importantly, learn enough to recognize what you don't know and how to find the information your client needs to know before closing a residential deal.

DATES & LOCATIONS

9:00 am to 4:15 pm; check-in begins at 8:30 am; lunch included

Mechanicsburg
Tue., Aug. 14, 2018
PBI Conference Center
5080 Ritter Rd.
Rossmyrne Exit, Rt. 15

Philadelphia
Thu., Aug. 16, 2018
The CLE Conference Ctr.
Wanamaker Building
10th Fl., Ste. 1010

Pittsburgh
Tue., Aug. 21, 2018
PBI Professional
Development Conf. Ctr.
Heinz 57 Center
339 Sixth Ave., 7th Fl.

Simulcast | Thu., Aug. 16, 2018

Erie
Erie County Bar Assn.
429 West 6th St.

New Castle
Lawrence Co. Bar Assn.
430 Court St., 3rd Fl.

Wilkes-Barre
Kings College
Sheehy-Farmer Campus
Ctr., Lane's Lane

Greensburg
Westmoreland Co. Bar
Assn., 129 N. PA Ave.

West Chester
Chester Co. Bar Assn.
15 W. Gay St.

LIVE WEBCAST | THU., AUG. 16, 2018

Go to pbi.org to register.

SCHEDULE

9:00 – 9:45	Buying and Selling Residential Real Estate, The Players
9:45 – 10:15	Pre-Agreement of Sale: Counseling your client
10:15 – 10:30	Sellers Disclosure and Buyer's Due Diligence
10:30 – 11:45	<i>Break</i>
11:45 – 12:30	Buying and Selling Residential Real Estate, the Transaction
12:30 – 1:00	Home Inspection Law
1:00 – 1:45	HIPCA
1:45 – 2:00	FIRPTA
2:00 – 2:30	<i>Lunch</i>
2:30 – 2:45	Closing, Buyers
2:45 – 3:30	Closing, Sellers
3:30 – 4:00	Closing, Title Agent
4:00 – 4:15	<i>Break</i>
	Fair Housing Law Basics
	Boundary Disputes
	Q&A

MARK YOUR CALENDAR

Real Estate Institute 2018

**Philadelphia, Pennsylvania Convention Center
Thu. & Fri., Dec. 6 & 7, 2018**



Whether you specialize in property owners' rights, contracts, zoning, landlord/tenant issues or any other aspect of real estate law, you will find what you need at the 22nd Annual Real Estate Institute. Over 400 real estate lawyers attended last year's Institute. If you're a regular, we look forward to welcoming you back. If you are a "first timer," come prepared for a great learning experience. Register today. You'll be glad you did.

800-932-4637 | PBI.org

Registration Policy: Pre-registered customers will receive priority on the distribution of course materials. Walk-in registrations will be accepted on a space-available basis. Please check www.pbi.org or call (800) 247-4724 to confirm space is available and the schedule has not changed.

Registration Transfers: Requests for transfers will be honored if they are received before the course date.

Cancellation Policy: In order to receive a refund for cancellation (less a \$25 administrative fee), you must notify PBI by email, mail or FAX no later than 2 business days before the course date for the appropriate site. Otherwise, you will receive the course materials in full consideration of tuition paid.

Services for Persons with Disabilities: If you require special arrangements, please contact Customer Service at (800) 932-4637 at least ten days before the course date.

Speaker Substitutions: PBI reserves the right to substitute speakers at all programs.

PBI Scholarships: PBI offers substantially reduced tuition for most PBI seminars to allow attorneys experiencing financial hardship to fulfill their mandatory education requirement. For details and an application, contact Scholarship Administrator at scholarships@pbi.org or (800) 932-4637, ext. 2284 at least 30 days before the program. (Scholarships are not available for Online CLE.)

Legal Services/Public Interest Lawyers: PBI will provide a complete waiver of tuition fees for the first 12 hours of CLE taken to satisfy the Pennsylvania mandatory CLE requirement in any calendar year for all attorneys employed on a full-time basis by Pennsylvania civil or criminal Section 501(c)(3) legal services or public interest organizations. For additional courses (over and above the first 12 hours), eligible attorneys may enroll at 50 percent of the highest member fee. This waiver applies only to attorneys in Section 501(c)(3) organizations that provide legal services at no or de minimus fee to individual members of the public.

Registration Confirmation: To receive a confirmation, please be sure to include your email address on the registration form.

Weather Related Cancellations: Check www.pbi.org or call (800)-932-4637 ext. 2205.

REAL ESTATE 101

DATES & LOCATIONS

- Mechanicsburg | Tue., Aug. 14, 2018
- Philadelphia | Thu., Aug. 16, 2018
- Pittsburgh | Tue., Aug. 21, 2018
- Simulcast | Thu., Aug. 16, 2018

Location: _____

TUITION (INCLUDES COURSE BOOK AND LUNCH)

- \$279 Standard
- \$140 Attorneys licensed 5 years or less, judicial law clerks & paralegals

WEBCAST Go to pbi.org for webcast tuition and to register.

BOOK AVAILABLE

- Course Book 2018-10261 \$69 plus \$8.00 S&H & \$4.62 tax (\$81.62)

If you are ordering course materials separately, please allow two weeks after the first program for the shipment of books.

Name _____ Atty. # _____

Firm _____

Address _____

City _____ State _____ Zip _____

Email (required for confirmation) _____

Phone () - - Fax () - -

I have enclosed a coupon in the amount of \$ _____

for my 1st 2nd 3rd 4th 5th seminar.

A check made payable to PBI for \$ _____ is enclosed.

Charge my American Express MasterCard Visa Discover

Card # _____ Exp. Date _____

Signature _____

MAIL
PBI
5080 Ritter Rd.
Mechanicsburg, PA
17055-6903

FAX
717-796-2348

PHONE
717-796-0804
800-247-4724
800-932-4637

▶ www.pbi.org