

25<sup>TH</sup> Annual Law Symposium Agenda

7:45 - 8:30 Registration & Continental Breakfast

8:30 - 8:40 Welcome & Introductions

Frederick W. Jones, Esq.

8:40 - 9:00 Benefit of Attorney / Agent Relationship

Why it is important for REALTORS® to establish trusted relationships with real estate attorneys? The greatest benefit of the attorney-REALTOR® relationship is risk management - the REALTOR® can avoid violations pertaining to the unlicensed practice of law (UPL) and can better serve their buyers and sellers by knowing when to seek legal advice.

Frederick W. Jones, Esq.

9:00 - 9:30 Vesting 101

The basics of vesting and explanation of different methods of taking title such as sole ownership, tenancy by the entirety, joint tenants with rights of survivorship, and tenancy in common and proper parties to contracts and types of typical deeds.

Ray Schumann, Esq. – Santoni Law Firm, P.A.

9:30 - 10:45 The CFPB and How it Relates to the FR/BAR & Financing

An update on enforcement under the Consumer Financial Protection Bureau, seller financing rules, new rules for private mortgage lending and how all of this relates to the Florida REALTORS®/Florida Bar Sales Contract and REALTORS®.

Nishad Khan, Esq. – Nishad Khan, P.L.

Grace Anne Glavin, Esq. - Law Offices of Grace Anne Glavin, P.A.

Frederick W. Jones, Esq.

10:45 - 11:00 Break Meet & greet with attorneys



11:00 - 11:50 Storey Time: Frequent Fables of Real Estate

Panel will discuss trending problems and common issues with contract revisions and addenda, short sales, auctions, seller disclosures, and more during this scenario-based part of the program.

Shawn Berry, Esq. – Shawn M Berry P.A.

Kristy L. Harrington, Esq. – Law Office of Kristy L. Harrington, P.A.

Ed A. Storey III, , Esq. – Storey Law Group

11:50 - 12:05 Legislative Update Impacting REALTORS®

While some budget-dependent legislation still remains in limbo, the real estate-related bills passed and approved by the governor will be covered such as how the changes in flood insurance, condo terminations, foreclosure & tenant protections, commercial operation of drones, and private property rights will impact REALTORS®.

Robert L. Taylor, Esq. – Becker & Poliakoff

11:50 - 1:00 Lunch

1:00 - 2:00 Dealing with Foreign Buyers and Sellers

Panel will discuss immigration, tax, and entity issues when dealing with foreign buyers and sellers that include the structures for foreign investments, investor’s visas, how to title real estate property under immigration law, and the Foreign Investment in Real Property Tax Act, popularly known as “FIRPTA”.

Jacqueline Bozzuto, Esq. – Lowndes, Drosdick, Doster, Kantor & Reed, P.A.

Walter Santos, Esq. – Santos Law Firm, P.L.

Ashley C. Winship, Esq. – Winship Law, P.A.

Roland H. Acosta, Esq. – Roland H. Acosta & Associates, P.A.

Save \$20 when you register by August 20

2:00 - 2:30 It’s Closing Time

Potential closing issues including a review of title commitment, lien searches, CFPB timeline guidelines, buyer’s lender closing documents, funding approval, HOA/COA estoppel letters, items to be left by the seller, repairs, permit search, and more will be covered.

Andrew M. Fisher, Esq. – Fisher Law, P.A.

Jesse E. Graham, Jr., Esq. – Burr & Forman

2:30 - 2:45 Break Meet & greet with attorneys

2:45 - 3:30 Claim to Fame

Coverage selection, coverage issues, premium issues, defending claims, and best practices pertaining to file retention, avoiding conflicts, transaction brokerage risks, property’s history, and policies and procedures.

Jaime Billotte Moses, Esq. – Fisher Rushmer, P.A.

3:30 - 4:15 DPBR Update FREC Unit 2015

The director will share what is happening in the trenches at the Division of Real Estate, provide real-life case studies, and discuss how the passing of SB 608 will impact brokers, appraisers and licensees.

Juana Watkins, Director for the Dept. of Business and Professional Regulation, Division of Real Estate

4:15 - 4:30 Dying to Ask a Question? Open Forum Q&A

Attendees may ask questions to presenters during this open forum question and answer session.

Speakers



**Roland Acosta** assists with landlord/tenant disputes, code enforcement issues, title work, formulation of business entities and legal documentation including wills, and trusts.



**Shawn Berry** has experience in the representation of mortgage lenders and services, homeowners, title companies, and homeowner and condominium associations.



**Jaime Billotte Moses** has practiced general civil litigation with a concentration in the areas of professional malpractice litigation, insurance coverage and appellate practice.



**Jacqueline Bozzuto** helps clients with their acquisition process, develop and expand their portfolios. Jackie also assists foreign entities and individuals with setting up optimal tax structures for ownership of residential and commercial property in the U.S.



**Andrew M. Fisher** focuses his practice on REALTOR® association and multiple listing service, along with issues related to opening, running, and managing a real estate office.



**Grace Glavin** has experience in residential and commercial real estate, probate and estate administration, family law, and foreclosure litigation.



**Jesse Graham** focuses on real estate transactions, corporate work, foreclosures, workouts and collections work, land use, and condominium law.



**Kristy Harrington** focuses on brokerage, property management, licensee representation,

estate transactions and litigation and business and contract matters.



**Frederick W. Jones** practices in the areas of mortgage, wills, trusts and estate law, focusing on residential real estate, estate planning, and probate.



**Nishad Khan** handles title closings and focuses on asset protection, business succession, and estate planning. He represents custom home builders and franchisors.



**Walter Santos** provides services in immigration and naturalization law, from advising on legal rights and responsibilities, to representation in court.



**Ray Schumann** concentrates his practice on commercial and complex real estate transactions.



**Ed Storey** focuses on real estate and general corporate transactions. Ed has experience in acquisitions, financing, leasing, development and sales.



**Robert L. Taylor** practices in condominium and homeowners association law, civil and commercial litigation, construction defect litigation, appeals, contracts, real property law, general corporate counsel, and lien foreclosures.



**Juana Watkins** serves as the director for the Florida Department of Business and Professional Regulation, Division of Real Estate. Prior to that, she served as senior counsel for Florida REALTORS®.



**Ashley C. Winship** practices in estates, business, and tax since 2004.





**THURSDAY, SEPTEMBER 10, 2015**  
**8:30 a.m. - 4:30 p.m.** (check-in 7:45 a.m.)

**Wyndham Orlando Resort**  
8001 International Drive, Orlando 32819  
- Free parking -



“ My first time attending the Law Symposium was in 2010. I really didn't know what to expect. I can't tell you how thankful I am that I attended. The panel was so knowledgeable and prepared. With a new Florida REALTORS®/Florida Bar Contract and REALTORS® worried about short sales, the panel of attorneys backed up all their answers with facts and real life cases. I went back to my office and made several changes just because of that day. I have not missed a Law Symposium since - this program ought to be a must for all REALTORS®.”

Kathi Adkins,  
The Realty Factor, Inc

An educational partnership of:



## REGISTRATION

**Affiliation:** ☐ REALTOR® ☐ Attorney ☐ Other

Registration Date \_\_\_\_\_

Name \_\_\_\_\_

Firm Name \_\_\_\_\_

Street Address \_\_\_\_\_

City, Zip \_\_\_\_\_

REALTOR® Member Number (if applicable) \_\_\_\_\_

R.E. License # \_\_\_\_\_

E-mail \_\_\_\_\_

Phone \_\_\_\_\_

**Payment Information:**

	Through 8/20	After 8/20	On-site (if space permits)
REALTOR® or Attorney	<input type="radio"/> \$89	<input type="radio"/> \$109	+ \$15
Non-Member	<input type="radio"/> \$104	<input type="radio"/> \$124	+ \$15

☐ Enclosed is my check for \$ \_\_\_\_\_ (payable to ORRA)

☐ Please charge \$ \_\_\_\_\_

to my ☐ VISA ☐ MasterCard ☐ AMEX ☐ Discover ☐ REALTOR® Broker Acct.

Credit Card Number \_\_\_\_\_

Expiration \_\_\_\_\_

Signature on Card OR Broker Signature for Broker Charge \_\_\_\_\_

**ATTENDANCE AND REFUND POLICY**

**Attendance Policy:**

In order to receive “CE” credits for any continuing education class(es), I understand that I must:

- ☐ Be physically present for the entire program from beginning to end.
- ☐ Sign all morning/afternoon attendance sheets.
- ☐ Refrain from using my cell phone or laptop except during designated break times.

**Cancellation / Refund / No Show Policy:**

Forfeiture of registration fee for cancellations within 3 days of program date or for no shows.

Contact ORRA's Professional Development Department via one of the following methods:

Fax: 407.513.9120 Phone: 407.513.7268 E-mail: [education@orlandorealtors.org](mailto:education@orlandorealtors.org)

\_\_\_\_\_ Initial that you agree to ORRA's Attendance and Refund Policy

☐ Check if you would like a vegetarian meal served at lunch



Special disabilities accommodated with advance notice.

**FAX:** 407.513.9120 **INQUIRIES:** 407.513.7268 **MAIL:** 1330 Lee Road, Orlando, FL 32810

6/15

25<sup>TH</sup> ANNUAL

# REAL ESTATE LAW SYMPOSIUM

WHERE REALTORS® & ATTORNEYS MEET



1990-2015 ANNIVERSARY

IN PARTNERSHIP WITH



**THURSDAY, SEPTEMBER 10, 2015**

**8:30 a.m. - 4:30 p.m.** (check-in 7:45 a.m.)

**Wyndham Orlando Resort International Drive**

**7 Hours Specialty CE Credit** (not eligible for Core Law CE credits)

- Continental breakfast and lunch included -

**EARLY BIRD SPECIAL by 8/20**

REALTORS® & Attorneys: \$89

Non-Members: \$104

**After 8/20**

REALTORS® & Attorneys: \$109

Non-Members: \$124

**> TO REGISTER, VISIT [WWW.ORLANDOREALTORS.ORG](http://WWW.ORLANDOREALTORS.ORG)**  
**call 407.513.7268 or e-mail [registrar@orlandorealtors.org](mailto:registrar@orlandorealtors.org)**