

Wisconsin Land Title Association

Closing & Escrow Workshops

March 23, 2010
Wisconsin Banker's
Assn. Building
4721 S. Biltmore Ln.
Madison
Just off I90/94



Three modules of Closing Workshops to choose from:
Residential, Construction, Commercial. Each is priced separately. Lunch is on your own.

Tuesday, March 23, 2010

Residential Closing Workshop

Registration: 8:30 a.m.

Class: 9 a.m.-3 p.m. Lunch not included

Cost: \$150 WLTA Members \$250 Non Members

This course will focus on the ins and outs of residential real estate closings, from reviewing the title commitment, obtaining payoffs and closing documents, closing instructions, HUD-1 settlement statements, signatures/notaries, dealing with attorneys and title companies, and finalizing the transaction. We will be using a hypothetical transaction throughout the course.

Instructors: Linda Grahovec, AVP WI/IL Agency-Commonwealth/Lawyers Title, Illinois
Pam Kahn-Stein, WLTA Education Chair, Merit Title, West Allis

Construction Disbursing In Depth Workshop

Registration: 8:30 a.m.

Class: 9 a.m.-3 p.m. Lunch not included

Cost: \$150 WLTA Members \$250 Non Members

Training on disbursing the construction loan, examining draw requests and waivers, preparing the control spreadsheet, and other aspects of the job. We will walk through a hypothetical construction job from closing through final draw. The course is designed for people who perform construction disbursing, whether experienced or novice.

Instructors: Ellen Wagner, WLTA Education Vice Chair & State Counsel Stewart Title Guaranty, Milwaukee
Mike Brandner, WLTA Board of Directors & Owner of Gowey Abstract & Title, Medford

Commercial Transactions: Commitment to Closing to Policy

Registration: 8:30 a.m.

Class: 9 a.m.-3 p.m. Lunch Noon-1 p.m. on your own

Cost: \$150 WLTA Members \$250 Non Members

Commercial Title and Closings are hot items in times when residential deals are dwindling. This all-day seminar will improve your ability to effectively handle commercial title insurance and complex closings.

Seminar highlights:

- Commercial Endorsements.
- Hints and tips for reviewing a survey.
- Affirmative coverage's over specific matters.
- Proformas versus Mark-ups. Which can burn you?
- Taking a cautious approach to the closing instruction letters.
- Funding and disbursing issues caused by poor planning of wire transfers.

Join us for this in depth seminar on the toughest, most challenging (and risky) transactions.

Instructors: Craig M. Haskins, WLTA Board of Directors & Executive Vice President of Knight-Barry Title Group
Michele Schmid, Commercial Manager & V.P., Chicago Title Insurance Co., Waukesha

Cancellation Policy-Cancellations after March 19 will forfeit 1/2 of their registration fee. No-shows without notice will forfeit full fees.

Directions/Hotels-The Wisconsin Banker's Assn. Building is located just off I90/94 North of the East Towne Mall area. Complete directions will be emailed to all registrants along with a list of area hotels in a range of pricing.

Confirmations/Email Address- Each registrant will be emailed a confirmation upon receipt of registration, please make sure you list an email address that is current.

Note: Wisconsin Land Title Association reserves the right to cancel any course with less than 10 registrants. Registrants will have the option to receive a full refund, apply the credit to a future course or switch to one of the other modules.

Wisconsin Land Title Association
W4230 County Road B, P.O. Box 873, West Salem, WI 54669
800-589-WLTA (9582) 608-786-2336
608-786-2356 FAX www.wlta.org kgilster@wlta.org