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Due Diligence Process in Commercial Real Estate

Live Webinar November 12, 2015 • 1:00 PM - 2:30 PM ET

Walk away with a comprehensive due diligence checklist to ensure the success of your client's real estate purchase.

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In any type of real estate purchase, due diligence is one of the vital tasks in performing the purchase. This topic will discuss assembling a due diligence team, review the right questions to ask the seller - and the client in engaging due diligence. We will assist in drafting terms of the purchase contract relating to due diligence to maximize the purchaser's benefit of the due diligence process. We will discuss the due diligence process in the age of drop boxes and online document rooms. Finally we will discuss a comprehensive due diligence checklist and review specific important factors, including title, survey, zoning, environmental issues, leases, etc.

Learning Objectives

After attending this live webinar, you will be able to:

- recognize and better align your client's needs and interests with the transaction's due diligence.
- discuss and negotiate all aspects of the purchase agreement relating to due diligence.
- describe and account for document rooms and electronic storage in your real estate contracts.
- explain and compile a comprehensive due diligence check list for all types of real estate.

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Printable registration form available upon request.

Can't Attend? Audio & Manual package available online.

Agenda

Due Diligence Threshold Questions

- Why Is the Property Being Purchased?
- How Will the Property Be Used?
- Will There Be Construction?
- Who Is the Due Diligence Team?
- Determining Basic Due Diligence Needs

Due Diligence Terms of the Agreement

- Time Periods
- Inspection of Materials
- Addressing Document Rooms and Electronic Storage
- Inspection of Property
- Ramifications of Due Diligence Outcome

Specific Due Diligence Issues

- Title and Survey
- Zoning
- Plat Issues
- UCC Searches and Personal Property
- Lender Requirements
- Leases
- Environmental Studies
- Miscellaneous Issues
- Mineral/Oil/Gas/Timber/Water Rights
 - Purchase of Business
 - Hotel Management Agreements
 - Franchise Agreements
 - Intellectual Property

General Information: Includes free downloadable manual with attendance. This live webinar may be recorded by Lorman Education. If you need special accommodations, please contact us two weeks in advance of the program. Lorman Education Services is not approved to offer self-study CPE credit for accountants; therefore, no CPE will be given for this program if ordered as a self-study package. ©2015 Lorman Education Services. All rights reserved.

Cancellations: Substitute registrants can be named at any time. A full refund, less a \$20 service charge, will be given if notification is given six or more business days in advance. Notification of less than six business days will result in a credit that can be applied to any Lorman products or services. If you do not cancel or attend, you are responsible for the entire payment.

Faculty

Larry N. Woodard

- Member of real estate practice group of Miller Canfield in the Chicago office
- Practice emphasis in all areas of real estate law, including commercial real estate transactions, real estate development, real estate based lending, loan workouts, foreclosures, construction law and mechanics liens
- Assists clients in assembling due diligence teams
- Discusses due diligence in "sign and close" deals
- Represents or has been adverse to many of the country's largest retailers
- Noted speaker and writer on a variety of real estate topics
- Recently completed one of the largest privately financed transactions in the history of the State of Ohio
- Publishing a treatise on reciprocal easement agreements and vertical subdivisions
- Member of the International Council of Shopping Centers and the American and Illinois State Bar Associations
- J.D., LL.M. and B.S. degrees in real estate, University of Illinois and The John Marshall Law School
- Can be contacted at 312-460-4278 or woodard@millercafield.com

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