

LEGAL ASPECTS OF CONDOMINIUM DEVELOPMENT AND HOMEOWNERS' ASSOCIATIONS
November 16 - PHILADELPHIA

Tuition: \$339 first registrant Seminar Number 34432
 \$329 each additional registrant - Save \$10
 Does this confirm a phone or fax registration? Yes No

Name _____ Title _____
 Name _____ Title _____
 Name _____ Title _____
 Company Name _____ Co. Size _____
 Address _____
 City _____ State _____ Zip _____
 Phone (____) _____
 E-Mail Address _____
 Check enclosed payable to National Business Institute
 MasterCard VISA American Express
 Card No. _____ Exp. Date _____
 Signature _____
 Please bill me. (If your organization requires a purchase order, please provide it.)

Can't Attend? CDs, Manuals and In-House Seminar Alternatives.
 Send me the seminar manual and CD for this seminar for \$339 plus \$5.95 shipping (\$14 to AK, HI or PR). Please provide street address and allow 2 weeks following the seminar date for delivery. Shipments to CA, MN, NV, RI, SD and WI must also include sales tax.
 Send me In-House seminar information.
 © Copyright 2005

Payment information:
 FP18660 Keys to Success in a Real Estate..... CD and Manual \$199 Manual \$99 \$ _____
 FP30540 Developing and Operating Planned... CD and Manual \$199 Manual \$99 \$ _____

Please send my manual in Hard copy or CD Format
 *Shipping Charges: AK, HI and PR residents - \$14 for first set; \$2.50 each add'l set. (\$3.95 1st item; \$1 each additional)
 *Tax: CA, MN, NV, RI, SD and WI residents - please calculate and include applicable sales tax.

Subtotal \$ _____
 Shipping & Handling* \$ _____
 Tax* \$ _____
 Total \$ _____

Mail To: National Business Institute
 P.O. Box 3067
 Eau Claire, WI 54702
 Phone: (800) 930-6182
 Fax: (715) 835-1405
 On-Line: www.nbi-sems.com

NATIONAL BUSINESS INSTITUTE
 A Division of NBI, Inc.

**Non-Profit Org.
 U.S. Postage
 PAID
 NBI, Inc.**

VIP CODE: FAC

**LEGAL ASPECTS OF
 CONDOMINIUM
 DEVELOPMENT AND
 HOMEOWNERS'
 ASSOCIATIONS**



**Philadelphia, Pennsylvania
 November 16, 2006**

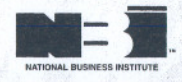
**Proactively overcome condominium
 development and homeowners'
 association challenges.**

Presented by Nancy S. Cleveland,
 Steven L. Sugarman, Carl N. Weiner and
 F. Michael Wysocki

Continuing Education:

CLE - 6.0 IACET - 0.6

See inside for details!



Your Satisfaction Is Guaranteed! Enroll today!
1-800-930-6182 www.nbi-sems.com

**Stave Off Problems With
 Proactive Strategies**

Why You Need to Attend

The real estate market is booming. New developments are popping up on almost every corner. As baby boomers reach retirement they are choosing carefree condominium living; and many others are choosing to live in areas with homeowners' associations to help protect their real estate investments. Make sure that you have the expertise and skills that it takes to give your clients sound legal advice on both of these hot topic areas: condominium development and homeowners' associations.

Our expert faculty will give you the knowledge that you need to successfully help your clients avoid potential problems with condominium development and homeowners' associations. Keep your advice timely with an update on current findings and legislation that may affect your practice. Confidently counsel clients during formation and operation of these entities by knowing the laws governing creation and management. Easily prepare any needed documents after our procedural overview. Effectively resolve conflicts and handle claims against developers.

- Avoid fines and foreclosure by knowing what often triggers them.
- Properly set up age-restricted condominiums without running afoul of discrimination laws.
- Master the skills to effectively draft documents, including general development documents and owner-specific documents.
- Knowledgeably settle issues that arise when there are conflicts between governmental and association rules.
- Be prepared to handle liability disputes that may come up.
- Protect your developer clients from construction defect litigation and misrepresentation claims.

Important Details

November 16 - PHILADELPHIA - Holiday Inn-Midtown
 1305-11 Walnut Street, Philadelphia PA 19107 215-735-9300

Time: Registration is from 8:30—9:00 a.m. The program will begin at 9:00 a.m. and end at 4:30 p.m. Complimentary snacks and refreshments are provided. Lunch is on your own.
 Pre-Registration is encouraged.

Mail: Registration form on back of this brochure
Phone: (800) 930-6182
Fax: (715)835-1405
Online: www.nbi-sems.com

If you need to register at the door, you may wish to call us first to confirm availability and to receive information regarding schedule or location changes.
Tuition: \$339 for the first registrant, \$329 for each additional registrant — a savings of \$10!
Accommodations: To obtain directions and parking information please contact the hotel listed above.
FREE Reference Manual: Legal Aspects of Condominium Development and Homeowners' Associations — Your learning doesn't end with the conclusion of the seminar presentation. With our comprehensive course manual, written specifically to accompany each program, you'll have all the information you need right at your fingertips. This manual, included with your tuition, allows you to take the seminar back to the office with you!
Audio Recordings: This seminar will be recorded in its entirety. If you can't attend, you can still obtain the benefits of the information provided by purchasing the manual and CD. See the registration form to order. If you wish to receive the cassette tape instead of the CD, please contact us at (800) 930-6182.
Cancellation: Register today at no risk! If your plans change later and you can't attend the program just call and let us know.
Your Satisfaction is 100% Guaranteed. We're so confident that this seminar will provide you with practical, valuable information that we back it up with an unconditional guarantee. If you're not completely satisfied, let us know and you'll receive a full refund.

Who Will Teach You

NANCY S. CLEVELAND is a partner in the real estate department at Saul Ewing LLP, where she focuses her practice in the areas of acquisitions and sales, development, leasing, general contracting and collaborative business ventures. Ms. Cleveland serves members of the development community in large commercial office and retail projects, and large residential and mixed-use condominium and planning community projects. She also is experienced in construction contracting and lending, as well as large-scale out-sales and commercial leasing projects. Ms. Cleveland received her B.A. degree, magna cum laude, from Boston University and her J.D. degree, cum laude, from Benjamin N. Cardozo School of Law, Yeshiva University, New York City. She is a member of the American, Pennsylvania and Philadelphia bar associations, and the Philadelphia Chapter of the National Network of Commercial Real Estate Women (immediate past president and national delegate) and the Delaware Valley Green Building Council. Ms. Cleveland is admitted to practice law in New York and Pennsylvania.

STEVEN L. SUGARMAN, Esquire is the founding principal of the law firm of Steven L. Sugarman & Associates, with offices located in Berwyn and Lancaster, Pennsylvania and Cherry Hill, New Jersey. He concentrates his practice in the field of community association law, real estate and construction litigation. Mr. Sugarman is a member of the College of Community Association Lawyers and a past President of the Community Associations Institute (CAI), Pennsylvania/Delaware Valley Chapter. He also is a member of the Pennsylvania and American Bar Associations and the Pennsylvania and American Trial Lawyers Associations. As chairman of CAI's Legislative Action Committee in Pennsylvania, Mr. Sugarman actively participated in the drafting and passage of the recent amendments to Pennsylvania's legislation governing common interest communities, and his writings include the article, *Setting the Standard of Care in Premises Liability Cases*, published in CAI's Journal of Community Association Law. He is a frequent lecturer at the local and national levels on real estate and community association matters, including the programs for the Pennsylvania Bar Institute and CAI entitled "From the Developer to the Association, Tackling the Transition in the Community Association," "Assessing the Law of Assessments in Condominium and Homeowner Associations," "Enforcement Strategies in the Community Association," "Closing the Gap: Rethinking Community Association Insurance," "How the Uniform Planned Community Act Really Works" and the "Community Association Law Symposium." Mr. Sugarman earned his B.A. degree from Cornell University and his J.D. degree from Temple University School of Law.

CARL N. WEINER is a partner at Hamburg, Rubin, Mullin, Maxwell & Lupin where his practice is focused on all aspects of real estate including zoning, land development and real estate transactions. He also has created over 100 condominium and community associations and represents several associations on an ongoing basis. Mr. Weiner is immediate past president of the Pennsylvania/Greater Delaware Valley Chapter of the Community Associations Institute. He also has served as chairman of the Montgomery Bar Association Real Estate and Land Use Committee. Mr. Weiner has participated on panels for numerous seminars for the Montgomery Bar Association, the Pennsylvania Bar Institute and the Community Association Institute. He earned his A.B. degree, cum honoribus, from Brown University and his J.D. degree from Boston University School of Law.

F. MICHAEL WYSOCKI is a member of the Philadelphia law firm of Saul Ewing LLP, where his practice encompasses the areas of real estate, real estate financing and real estate development. He has been supervising counsel in many complex matters, including multi-state acquisitions of shopping center/mall properties, the purchase and sale of multi-building mixed-use projects, purchase/leasebacks of office/industrial/manufacturing facilities, the structuring of multi-use projects, the formation of umbrella partnership real estate investment trusts (UPREITs), the representation of a national real estate investment trust (REIT) in the acquisition and development of industrial warehouse/distribution properties, the representation of parties in REIT/UPREIT transactions involving REITs and contributing property owners and the representation of a private REIT. He has lectured for the Philadelphia Bar Association, the Pennsylvania Bar Institute, the National Business Institute, and other real estate industry groups on diverse topics such as representing developers in commercial, retail, and office mixed-use projects, negotiating complex retail, commercial and industrial purchases and sales, developing and converting condominiums in Pennsylvania, developing planned communities in Pennsylvania and representing REITs. Mr. Wysocki is member of NAREIT, NAIOP and ICSC. He is a graduate of George Washington University (summa cum laude, Phi Beta Kappa) and the University of Pennsylvania Law School (cum laude).

Credit Information

This seminar is a valuable opportunity to get the continuing education that's so crucial to keeping up to date in your profession. Not only was this program carefully designed to meet its educational objectives, but you can also take advantage of specific continuing education credits we've arranged with appropriate accrediting organizations:

CLE - 6.0 This program has been approved by the Pennsylvania Continuing Legal Education Board for a total of 6.0 hours, including 5.0 hours of substantive law, practice and procedure CLE credit and 1.0 hour of ethics, professionalism or substance abuse CLE credit.



NBI, Inc. has been reviewed and approved as an Authorized Provider by the International Association for Continuing Education and Training (IACET), 1620 I Street, NW, Suite 615, Washington, DC 20006. NBI, Inc. DPA # has awarded 6 CEUs to participants who successfully complete this program.

The specific continuing education credit(s) listed above are for attending the live seminar. The credits may or may not apply for the audio version of this seminar. Please check with your credit board for details.

For additional questions regarding continuing education credits please contact us at (866) 240-1890.

Why National Business Institute

Why should you trust National Business Institute for your continuing education needs? Simply put, NBI is the best! Since 1983 we have been the largest provider of legal and professional education in the nation. Having trained over 100,000 professionals, we know what you need, and we have the ability to help you obtain it. When you train with National Business Institute, you not only make an investment in your career, but you also make an investment in yourself.

Additional Resources and Seminar Formats Let You Customize Your Educational Experience

Online: Many National Business Institute seminars can be found online at West LegalEdcenter. When working online you'll be able to enjoy the same great quality as our live seminars all from the convenience of your office or home.

In-House: Customizable, Convenient, Cost-Efficient and Current. Have any of our seminars brought to your facility on a schedule that works for you? See the registration form to request more information!

CDs and Manuals: Missed out on a live seminar? Trying to stock your own personal library? Previously held NBI seminars are available for purchase in two convenient formats: audio CDs and reference manuals. Choose from our extensive list of titles to stay abreast of the most important information in your field.

For more information on all additional resources and seminar formats from NBI, visit us on the web at www.nbi-sems.com today!

With each NBI seminar you are guaranteed to receive:

- Relevant information to help you keep your edge.
- Opportunities to network with fellow professionals from your area.
- Locations and schedules that are meant to fit your busy life!

Reading and Reference

Purchase Manuals and CDs Online at www.nbi-sems.com. Search by State, Topic or Keyword.

Get comprehensive NBI seminar manuals and CDs at affordable prices. Choose from our extensive list of titles to stay current with the most important information in your field. These programs are prepared and delivered by experienced professionals in the subject area covered.

To order any of the following items, please refer to the back panel of the brochure or order online. Manuals are available in two formats: hard copy and CD. Please select your format preference on the back panel of the brochure. Materials usually ship within five business days.

Keys to Success in a Real Estate Transaction in Pennsylvania

Everyone wants to close. But not everyone knows what needs to be done in order for closing to happen. If everyone involved in a real estate transaction did what they were supposed to, when they were supposed to do it, the actual real estate closing would be a smooth and painless occurrence. This manual will show you what these pre-closing steps are and who should be taking them. This vital manual will delve into the particulars of what the seller's and buyer's roles and responsibilities are so you know who should be doing what, when and how. Learn what financing options are available and the documentation required for each so your buyer can get the best deal. Examine the ethical issues that surround a real estate transaction in order to avoid future litigation. Understand the significant role that title insurance plays in every closing and how that information can help you help your client. Be prepared for a smooth "close" to the transaction and ultimately, happy clients. By: Peter L. Kogan, Patricia L. McGrail and Matthew D. Whitworth.

285 Pages © September 2004

FP18860 CD & Manual - \$199 Manual - \$99

Developing and Operating Planned Communities and Condominiums in Pennsylvania

You've recognized an opportunity in the rising demand for planned communities and condominiums. When set up properly and run efficiently, these communities can meet the needs of their residents and become very profitable for their owners. But it isn't easy. If you've decided to take the plunge towards establishing a planned community, you need to have all your bases covered, or you could wind up with a disaster on your hands. Let us help put you on the path to success by showing you the secrets to creating and operating a smoothly run, attractive community.

The authors of this manual have distilled their years of experience to give you an insider's understanding of the process, from planning to management. Know what contingencies to look for in order to factor them into your initial plan. Confidently handle the challenges you'll face during the development phase. Iron out homeowner association formalities so you can answer potential resident questions and avoid legal problems later. Proactively craft an airtight management plan and easily solve problems that will inevitably crop up once your units are finished and filled. Your success lies in your knowledge - avoid common problems by ordering this comprehensive manual.

By: Dusty Elias Kirk, Bernadette L. Puzzuolo and Diane K. Wohllarth. 375 Pages © October 2005

FP30540 CD & Manual - \$199 Manual - \$99 34432

What You Will Learn

I. THE BASICS OF COMMON INTEREST OWNERSHIP IN PENNSYLVANIA

- F. Michael Wysocki, 9:00 - 9:30
- A. Common Interest Committees
 1. Types of Common Interest Committees
 2. State Statutes and History
 - B. Terminology and Concepts
 - C. Drafting Concerns Under Statutes

II. FORMATION OF COMMON INTEREST COMMUNITIES - DOCUMENT PREPARATION

- F. Michael Wysocki, 9:30 - 10:00
- A. Identifying the Necessary Documents
 - B. Philosophies for Drafting Documents
 - C. Document Provisions
 1. Checklists
 2. Particular Provisions

III. DEVELOPMENT FLEXIBILITY

- Nancy S. Cleveland, 10:00 - 10:30, 10:45 - 11:00
- A. Types of Condominium Units Permissible Under the Act
 - B. Allocations of Common Element Interests, Voting Rights and Common Expense Liabilities
 - C. Alterations of Units; Changes in Unit Boundaries; Unit Subdivisions and Conversions of Units
 - D. "Flexible Condominiums and Planned Communities"
 - E. Master Associations and Mergers
 - F. Mergers of Associations

IV. OTHER LEGAL CONSIDERATIONS

- Carl N. Weiner, 11:00 - 11:30
- A. Agreement of Sale Requirements
 - B. FNMA and FHLMC Requirements
 - C. Federal and State Land Sales Acts
 - D. Developer Liabilities

V. COMMON EXPENSES - WHAT IS FAIR

- Steven L. Sugarman, 11:30 - 12:00
- A. Absolute Fairness vs. Administrative Burdens
 - B. Flexibility - Limited Expenses

VI. REPRESENTATION OF COMMON INTEREST OWNERSHIP ASSOCIATIONS

- Nancy L. Cleveland and Steven L. Sugarman, 1:00 - 2:00
- A. Association Structure
 1. Members
 2. Powers
 3. Responsibilities and Exposure to Liability
 - B. Rules, Restrictions and Regulations
 1. Development - Lease and Transfer Restrictions
 2. Enforcement
 3. Statutory Concerns

VII. CONVERSIONS OF RENTAL HOUSING TO COMMON INTEREST OWNERSHIP

- F. Michael Wysocki, 2:00 - 2:30
- A. Owner's Purposes and Considerations
 - B. Statutory Requirements
 1. Protection of Tenants
 2. Public Offering Statement
 3. Warranties
 - C. Possession and Title Provisions of the Sale Contract

VIII. CONFLICT RESOLUTION

- Nancy S. Cleveland, 2:45 - 3:00
- A. Owner vs. Association Conflicts
 1. Major Community Association Renovations
 2. Liability Issues
 3. Ownership and Control Issues
 - B. Disputes Between Owners

IX. LEGISLATIVE UPDATE

- Steven L. Sugarman, 3:00 - 3:30
- A. Federal Legislative Update
 - B. Pennsylvania Legislative Update

X. ETHICAL CONSIDERATIONS

- Carl N. Weiner, 3:30 - 4:30
- A. Pertinent Provisions of the Pennsylvania Rules of Professional Conduct
 - B. Transactions With Persons Other Than Clients
 - C. Ethics Opinions
 - D. Cases

* If needed, the above agenda may be changed to best accommodate all our attendees.

Who'll be there...

This intermediate level seminar is designed for attorneys who work with condominiums, homeowner associations and community associations. Property managers, developers, contractors, engineers and other real estate, construction and finance professionals will also benefit from this valuable program.

Enroll today! 1-800-930-6182

Visit us on the web at www.nbi-sems.com