

Visit NBI's online bookstore for an extensive list of reference manuals and seminar audio recordings available for purchase. Formats for manuals include: downloadable manual, hard copy and CD-ROM. Explore titles at www.nbi-sems.com. Click on Bookstore and search by title, category or keyword.

NBI

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

NATIONAL BUSINESS INSTITUTE™
MAIL TO: National Business Institute
A Division of NBI, Inc.
PHONE: (800) 930-6182
PO Box 3067 Eau Claire, WI 54702
FAX: (715) 835-1405
ONLINE: www.nbi-sems.com

Check Out Upcoming Teleconferences Online



VP, PIAB SIC
J BENJAMIN STAHERSKI
STEVEN L. SUGARMAN & ASSOCIATES
1273 LANCASTER AVE
BERWYMN PA 19312-1244

REGISTRATION FORM

Does this confirm a phone or fax registration? Yes No

ATTENDEE INFORMATION

Please photocopy this form for multiple registrants.

NAME _____
TITLE _____
E-MAIL ADDRESS _____
NAME _____
TITLE _____
E-MAIL ADDRESS _____
COMPANY NAME _____
CO. SIZE 1 2-5 6-10 11-25 26-50 51-100 100+
ADDRESS _____
CITY _____ STATE _____ ZIP _____
PHONE (____) _____

PAYMENT INFORMATION

Check enclosed payable to NATIONAL BUSINESS INSTITUTE

MasterCard VISA American Express Discover

Card No. _____

Exp. Date _____

Signature _____

Please bill me. (If your organization requires a PO, please provide it.)

OPERATIONS AND CONFLICT RESOLUTION IN CONDOMINIUMS AND HOMEOWNERS' ASSOCIATIONS

December 8
Philadelphia, PA
Seminar Number: 46821

SEMINAR TUITION

\$365 — first registrant
\$355 — each additional registrant
\$345 — for new professionals
(see tuition details inside brochure)

UNABLE TO ATTEND?

Purchase the audio recording and manual of this seminar.

If you would like to order, please select the format you prefer. Please provide street address and allow 2 weeks following seminar date for delivery.

\$365 + \$7.95 shipping
(\$14 to AK, HI or PR)

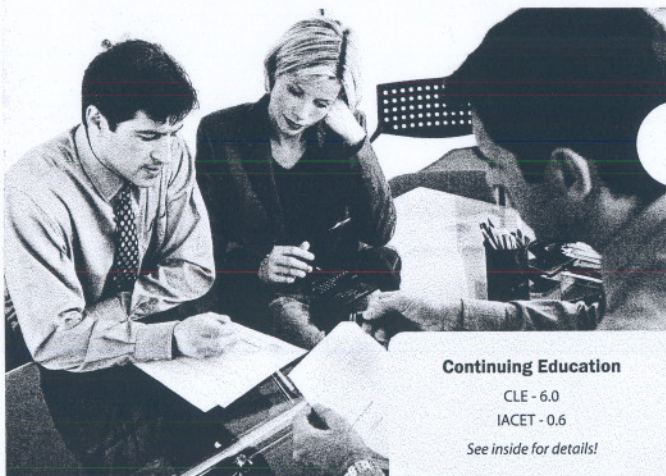
Shipment to CA, MN, NY, RI, SD and WI must also include sales tax.

© Copyright 2007

Minimize the stress of representing community associations

OPERATIONS AND CONFLICT RESOLUTION IN CONDOMINIUMS AND HOMEOWNERS' ASSOCIATIONS

Philadelphia, Pennsylvania
December 8, 2008



Continuing Education

CLE - 6.0
IACET - 0.6

See inside for details!

Register Today! 800-930-6182 OR www.nbi-sems.com

PRESENTED BY

Marjorie A. Brown
Wisley Pearlaine, LLP

James T. Giblin
Oakhill Condominium Association

Robert M. Mulhern Jr.
Steven L. Sugarman & Associates

NBI NATIONAL BUSINESS INSTITUTE™

Now Offering — TELECONFERENCES
Visit our website at www.nbi-sems.com for more information.

KEY SEMINAR BENEFITS

Manage Community Associations and Handle Member Disputes With Ease.

- Learn to apply the numerous statutes, regulations and legal precedent to situations arising in common interest communities.
- Provide up-to-the-minute advice; know how current rulings impact your cases.
- Use our proven techniques for handling member disputes to develop your own system for resolving disputes.
- Spot red flags and correct common errors in the client's existing CC&Rs.
- Gain practical strategies for litigating common scenarios.
- Does the homeowner owe assessments, fees or fines? Gain tips and techniques for getting what's owed.
- Learn how to effectively use mediation to prevent more costly arbitration and litigation.
- Do you know who your client is? Keep your priorities straight while representing community associations.
- Engage in a stimulating discussion of upcoming trends with your esteemed colleagues.

PHILADELPHIA — December 8
Crowne Plaza Philadelphia
1800 Market Street, Philadelphia PA 19103
Phone 215-561-7500

IMPORTANT SEMINAR DETAILS

TIME

Registration 8:30 am - 9:00 am
Program 9:00 am - 4:30 pm

Complimentary snacks and refreshments are provided. Lunch is on your own.

TUITION

\$365 for the first registrant
\$355 for each additional registrant
\$345 for new professionals - save \$20!*

*A new professional is anyone with three or less years of professional work experience.

REGISTERING

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

DIRECTIONS & PARKING

To obtain directions and parking information, please contact the facility listed below.

FREE REFERENCE MANUAL

Operations and Conflict Resolution in Condominiums and Homeowners' Associations
Receive a comprehensive course manual, included with your tuition, which you can take back to your office and use as a reference.

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.

CANCELLATION

Has your schedule changed? Visit us on the web or call one of our Customer Service Representatives to learn more about your cancellation options.

THE NBI GUARANTEE

If you aren't satisfied with a seminar or training resource, call or write us and we'll make it right.



Register Today!
800-930-6182 or
www.nbi-sems.com

WHO SHOULD ATTEND

This **basic-to-intermediate level seminar** will benefit:

- Attorneys
- Community Association Directors
- Community Association Members
- Property Managers

PRODUCTS & SERVICES

MANUALS AND AUDIO RECORDINGS

Purchase Manuals and Audio Recordings Online — www.nbi-sems.com.

Get comprehensive NBI seminar manuals and audio recordings 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.

Manuals are available in the following formats:
downloadable manual, hard copy and CD-ROM.

Materials usually ship within five business days.

To order any of the manuals below, please order online or call **800-930-6182**.

For more topics, visit us online — www.nbi-sems.com

manual — \$99 cd and manual — \$199

Note: Prices may vary by topic when looking online.

DEVELOPING AND MANAGING CONDOMINIUM AND HOMEOWNERS' ASSOCIATIONS

© July 2008 - 160 Pages (FP44115)

With these comprehensive reference materials, you'll be able to anchor your advice in a solid understanding of the regulations governing the different types of communities. Enable a seamless transition from developer control to owner control. Craft comprehensive governing documents that minimize the potential for problems down the line. Ably balance land law unanimity requirements and business judgment flexibility. Establish operating guidelines that will address maintenance, rulemaking and rule enforcement to ensure a peaceful, attractive community once it's up and running. Don't miss this chance to position your clients for a successful venture.

By: Robert M. Mulhern Jr., D. Barry Pritchard Jr. and Carl N. Weiner.

IN-DEPTH TITLE INSURANCE PRINCIPLES

© June 2008 - 120 Pages (FP43397)

Don't let inexperience or a lack of knowledge hinder your professional ability! Order this advanced-level manual and receive training that will bring you up-to-date on the latest developments in title insurance and highlight vital information you need to make the best decisions in your practice. Order today!

By: Robert S. Bernstein, Matthew J. Carl, Susan M. Swick and Kenneth J. Yarsky II.

ONLINE TRAINING

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.

SPONSOR THIS EVENT

Looking for an alternative solution to reaching your target audience? Sponsor this NBI seminar! For more information on customized opportunities available to you, contact Laurie Johnston at 866-738-4820.

SEMINAR OVERVIEW

Representing community associations is hard work. Disagreements abound and emotions always run high. Let our distinguished faculty ease your mind with this practical instruction on enforcing the rules and protecting the rights of the members. Register today!

OUR DISTINGUISHED FACULTY

MARJORIE A. BROWN is an attorney with Wisler Pearlstone, LLP, where she concentrates her practice in the areas of real estate, condominium and community association law, business and municipal law. She has represented a diverse group of clients, including developers, homeowner associations, lenders, borrowers, landlords, tenants, hospitals, school districts, businesses and individuals on a broad range of legal issues. Ms. Brown has previously lectured for National Business Institute, the Pennsylvania Bar Institute and various other organizations on her areas of expertise. Ms. Brown received her B.A. degree, cum laude, from Ithaca College, and her J.D. degree, cum laude, from Georgetown University Law Center. She is a member of the Pennsylvania Bar Association, the Montgomery County Bar Association and the Community Associations Institute.

JAMES T. GIBLIN, CPM, began his career with the Philadelphia Fire Department, where he spent almost 24 years. He retired in 1988, at the rank of Captain. Mr. Giblin's real estate career began a short time later when he began managing several high-rise residential buildings in Center City Philadelphia. This included managing the Philadelphia, a 776 unit condominium located near the Art Museum. In July of 2000, he was recruited by a Philadelphia Developer and became the Director of Property Management for Dranoff Properties. In this capacity he helped open and lease three luxury rental properties, two in Philadelphia and one on the Waterfront of Camden, New Jersey.

In 2004, Mr. Giblin joined CB Richard Ellis as real estate manager in its Asset Services Division. He managed a varied portfolio of suburban office and retail projects, which totaled a half-million square feet. In 2005, he moved on to Oak Hill Condominiums, a homeowners' association with 450 units located in Penn Valley, Pennsylvania, where he is the property manager. Mr. Giblin has lectured for the Institute of Real Estate Management, and is a frequent speaker at community association gatherings. He has been a member of the Institute of Real Estate Management since 1992, and holds the designation of certified property manager. He served as the accredited residential management coordinator from 1998 to 2000, and as vice president of Chapter 3, where he focused on members' ip enhancement from 2000 to 2002. Mr. Giblin has also held a Pennsylvania real estate salesperson license since 1994.

ROBERT M. MULHERN JR. is an attorney at the Berwyn law firm of Steven L. Sugarman & Associates. He practices in the areas of condominium law, community association law and real estate. Mr. Mulhern is admitted to practice in Pennsylvania and before the U.S. District Court, Eastern District of Pennsylvania. He has been a co-speaker at seminars relating to the formation, administration and management of planned community and associations. Mr. Mulhern earned his B.A. degree from Villanova University and his J.D. degree from Delaware Law School of Widener University. He is a member of the Chester County and Pennsylvania bar associations.

CREDIT INFORMATION

The specific continuing education credit(s) listed 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.

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 approved as an Authorized Provider by the International Association for Continuing Education and Training (IACET), 8405 Greensboro Drive, Suite 800, McLean, VA 22102. NBI, Inc. DBA National Business Institute has awarded 0.6 CEUs to participants who successfully complete this program. (Provider #4558)

SEMINAR OUTLINE

I. REGULATIONS GOVERNING COMMUNITY ASSOCIATIONS

9:00 - 9:50, Marjorie A. Brown

- Federal, State and Local Discrimination Laws
- FCC Satellite Dish Regulation
- State Condominium, HOA and Corporation Acts
- Local Building and Zoning Codes
- Condominium and HOA Governing Documents
- Essential Case Law

II. FACING OPERATING CHALLENGES HEAD ON

9:50 - 10:45, James T. Giblin

- Sources of Legal Authority
- Taxation and Budget Management — Officer Accountability to Members
- Reserves and Special Assessments
- Running Member Meetings
- Board of Directors - Process and Issues
- Drugs in Community Associations
- Enforcement of Governing Documents and Legal Remedies/Collection Procedures

III. KEEPING THE PEACE — EFFECTIVE DISPUTE RESOLUTION

11:00 - 12:00, Robert M. Mulhern Jr.

- Identify the Interests of the Parties Involved
- Investigate the Source of Conflict
- Common Conflict Resolution Techniques
- Using Mediation
- Arbitration Process
- How Far Can You Go in Enforcement and Regulation of the Covenants?
- Protecting the Individual Civil Rights

IV. PRACTICAL TIPS ON REWRITING COVENANTS

1:00 - 1:40, Marjorie A. Brown

- Analysis of the Existing CC&R
- Important Provisions You Can't Afford to Omit
- Proactive Drafting — Resolving Disputes Before They Occur
- Amending Governing Documents - Declarations, Bylaws and Rules

V. ETHICAL CONSIDERATIONS

1:55 - 2:55, Marjorie A. Brown and Robert M. Mulhern Jr.

- Attorneys' Fees and Retention Agreement
- Advising Board Members and Officers of Liability and Fiduciary Duties
- Who is Your Client?
- Attorney/Client Privilege
- Confidentiality Issues and Fiduciary Duty

VI. STRATEGIES FOR COMMON LITIGATION SCENARIOS

2:55 - 4:10, Robert M. Mulhern Jr.

- Pursuing Claims Against Developers
- Enforcing Compliance With Use Restrictions
- First Amendment Rights Violations — Or Are They?
- Collecting Assessments, Charges, Fees and Fines
- Officer and Board Member Misconduct, Fraud and Negligence
- Regime Changes
- Effectively Responding to Counterclaims

VII. DISCUSSION ON CURRENT TRENDS IN COMMUNITY ASSOCIATION LAW AND BUSINESS

4:10 - 4:30, Marjorie A. Brown, James T. Giblin and Robert M. Mulhern Jr.

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

