

2nd Annual

Landlord-Tenant Law

New Brunswick, NJ - February 12, 2014

Early Registration

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- NJ CLE 8.0 including 1.2 ethics/professionalism
 - NY CLE 8.0 including 1.0 ethics
 - PA CLE 6.5 including 1.0 ethics
 - BOMI 7.0
 - NASBA CPE 8.0
- See inside for details.

PRESENTED BY:

Gary K. Wolinetz, *Greenbaum, Rowe, Smith & Davis LLP*

Luke J. Kealy, *Greenbaum, Rowe, Smith & Davis LLP*

Derek D. Reed, *Ehrlich, Petriello, Gudin & Plaza, A Professional Corp.*

Nancy Isaacson, *Greenbaum, Rowe, Smith & Davis LLP*

Lawrence M. Centanni, *The Law Office of Lawrence M. Centanni, P.C.*

(See complete biographies inside)

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Early Registration

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New Brunswick, NJ - February 12, 2014

Landlord-Tenant Law

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AGENDA

I. Lease Drafting, Structuring, and Negotiating

- A. Legally screening and qualifying tenants
 1. Fair housing and discrimination laws
 2. Background checks, rejecting applicants
- B. Plain language lease: essential pro-active and remedial lease provisions
- C. Security deposits and personal guarantees
- D. Late fees: how much is too much?
- E. Other lease issues
- F. Special circumstances
 1. Public and subsidized housing, mobile homes
 2. Statutory protections and differences in notices and timelines
- G. Environmental issues in leases
- H. Questions and answers

II. Landlord and Tenant Rights and Obligations

- A. Case law studies
- B. Protecting Tenants at Foreclosure Act: obligations and responsibilities
- C. Physical defects on the premises
- D. Providing security
- E. Liability for injury, e.g., lead paint, mold, radon
- F. Other risk management issues
- G. Abandoned property: timelines, notices, disposal
- H. Questions and answers

III. Evictions: Excuses and Traps When Things Go Bad

- A. Terminating the tenancy
 1. Demands, notices, lockouts
 2. Forcible Entry and Detainer Action
 3. Other problems: ending the relationship
 4. Local "tenants' rights" ordinances
- B. Landlord and tenant actions
 1. Jurisdiction and venue
 2. The writ: preparation, entry, and service
 3. Discovery
 4. The hearing, statutory defenses, and appeals
 5. The Writ of Possession
- C. Landlord deposits
- D. Fair credit reporting
- E. Mediation, if applicable

IV. Landlord or Tenant Files Bankruptcy

- A. What to do when a tenant or landlord files bankruptcy
 1. Effect of a bankruptcy stay, lifting the automatic stay, regaining possession
 2. Tenant's duty to pay rent during the pending bankruptcy
- B. Considerations before pursuing judgment, should you even bother?
 1. Obtain necessary information to collect judgment early in the rental process
 2. Obtaining judgment and where to file: jurisdiction and venue issues
- C. Collecting on the judgment
 1. Moving for periodic payments
 2. Post judgment attachments and trustee process:
can you attach bank accounts or wages and other options?
 3. Absconding, skip tracing, and use of investigators

V. Ethical Considerations in Landlord-Tenant Law

- A. Negotiating with a *pro se* tenant at court
- B. Conflicts of interest, un-represented, dual representation, and competency
- C. Ethical situations
- D. Fee arrangements and getting paid

Sterling Education Services may alter the agenda due to circumstances beyond our control.

DETAILS

DATE: Wednesday, February 12, 2014

REGISTRATION: 8:00 a.m.

PRESENTATIONS: 8:30 a.m. - 4:30 p.m.

LUNCH: 11:40 a.m. - 12:40 p.m.

Lunch is on your own

LOCATION:

Hyatt Regency

Two Albany Street

New Brunswick, NJ 08901

732-873-1234

Map available online

WHO SHOULD ATTEND

- Property Managers
- Real Estate Brokers
- Building Managers
- Housing Authorities
- Developers
- Building Owners
- Leasing Agents
- Landlords and Tenants
- Other Real Estate Professionals
- Attorneys:
 - Landlord-Tenant
 - Leasing and Contracts
 - Evictions
 - Real Estate
 - Transactional
 - Litigation
 - Bankruptcy/Debtor-Creditor
 - General Practice

SUMMARY

Rental property can be a valuable source of income, but in an ever-changing legal climate it comes with the potential for headaches and pitfalls. Whatever stage of the process you might be in, this seminar can help you manage the risk and maximize the reward of landlord-tenant relations. Take advantage of the insight and experience that our faculty can bring to your situation, whether you're managing property or counseling those who are. Learn your options before problems arise, and don't get caught off guard by difficult situations. **Register today!**

Please bring your license number, ID, or other necessary information to the seminar to ensure proper reporting of continuing education credit.

CONTINUING EDUCATION CREDIT

NJ CLE

This program has been **approved** by the **Board of Continuing Legal Education of the Supreme Court of New Jersey** for **8.0 hours of total CLE credit**. Of these, **1.2 qualify as hours of credit for ethics/professionalism**.

NY CLE

This transitional and nontransitional continuing legal education program has been **approved** in accordance with the requirements of the **Continuing Legal Education Board of New York** for a maximum of **8.0 credit hours**, of which **7.0 hours can be applied toward the professional practice requirement and 1.0 hour to ethics**.

PA CLE

This seminar has been **approved** by the **Pennsylvania CLE Board** for **6.5 credit hours** including **1.0 hour of ethics**. SES is a PACLE Accredited Provider.

BOMI

This program qualifies for **7.0 hours of BOMI International CPD credit** for RPA, FMA, and/or SMA graduates.



Sterling Education Services is registered with the **National Association of State Boards of Accountancy (NASBA)** as a sponsor of continuing professional education on the National Registry of CPE Sponsors. **Maximum CPE Credit Hours: 8.0** (based on a 50 minute credit hour). Field of Study: **Specialized Knowledge & Applications**. Level of Knowledge: **Basic**. Delivery Method: **Group-Live**. * Prerequisite: **None**. Advance Preparation: **None**. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be addressed to the National Registry of CPE Sponsors, 150 Fourth Avenue North, Suite 700, Nashville, TN, 37219-2417. Web site: www.nasba.org. *No CPE credit will be granted for home study with the purchase of the seminar audio recording. SES is only approved for "Group/Live" programs.

Other continuing education credit may be available. Please **contact Sterling** to inquire.

MEET THE FACULTY

GARY K. WOLINETZ, a partner of Greenbaum, Rowe, Smith & Davis LLP in Woodbridge, focuses his practice on complex commercial, real estate, and trust and estate litigation. Mr. Wolinetz has been selected for inclusion in *The Best Lawyers® in America* and in *Super Lawyers® - New Jersey Edition* and *Corporate Counsel Edition*, and served for a number of years as an adjunct professor at Rutgers University School of Law. He has authored or co-authored numerous articles and the book *Civil Trial Preparation*. Mr. Wolinetz has lectured extensively on various topics and was previously the chairman of the Plainsboro Zoning Board of Adjustment, and now serves on the Plainsboro Planning Board. He is a member of the Mediation Panel of the Superior Court of New Jersey, the New Jersey State Bar Association, the Middlesex County Bar Association, and the Association of the Federal Bar of the State of New Jersey. Mr. Wolinetz received his B.A. from Rutgers University and his J.D. from the Rutgers University School of Law.

LUKE J. KEALY, a partner of Greenbaum, Rowe, Smith & Davis LLP in Woodbridge, has a diverse practice which includes the litigation and resolution of complex commercial matters including contracts, real estate, professional malpractice, construction, insurance, intellectual property, and environmental litigation. Mr. Kealy counsels clients in matters involving real estate, construction, insurance, environmental, partnership, and franchise law, and has represented clients in proceedings before regulatory agencies. He is a member of the New Jersey State Bar Association, the Middlesex County Bar Association, and the Association of the Federal Bar of the State of New Jersey. Mr. Kealy earned his B.S. at the U.S. Air Force Academy, his M.S. at the University of Southern California, and his J.D. at the New York University School of Law.

DEREK D. REED, of Ehrlich, Petriello, Gudín & Plaza, A Professional Corporation in Newark, has extensive experience in complex commercial, real estate, landlord-tenant, administrative, property tax appeals, and family and matrimonial law matters. He has successfully represented and advised numerous property owners, developers, and management companies regarding negotiation of penalties and abatement of violations, and his administrative experience also extends to defending property owners in actions brought by the New Jersey Department on Civil Rights for alleged violations of the Fair Housing Act and the New Jersey Law Against Discrimination. Mr. Reed is an instructor with the Rutgers University School of Continuing Legal Education and has also lectured extensively on a wide range of real estate and housing law topics to numerous groups and associations. He is a member of the New Jersey, the New York, and the Essex County Bar Associations. Mr. Reed earned his B.A. at Gettysburg College and his J.D. at Syracuse University College of Law.

NANCY ISAACSON, a partner in the litigation department of Greenbaum, Rowe, Smith & Davis LLP in Roseland, concentrates her practice on bankruptcy and creditors' rights law. She also has significant experience in commercial litigation. Ms. Isaacson has been listed in *The Best Lawyers® in America* in the Bankruptcy and Creditor-Debtor Rights/Insolvency and Reorganization Law and Litigation- Bankruptcy categories, and was also selected for inclusion in *Super Lawyers® - New Jersey Edition* in the Bankruptcy & Creditor/Debtor Rights practice area for 2011, 2012, and 2013. She is an approved Mediator for the U.S. Bankruptcy Court, District of New Jersey. Ms. Isaacson is a member of the National Association of Bankruptcy Trustees, the New Jersey State Bar Association, the American Bankruptcy Institute, the International Women's Insolvency and Restructuring Confederation, the Essex County Bar Association, and the Hadassah Attorney's Council. Ms. Isaacson received her B.A. from Rutgers University and her J.D. from the Seton Hall University School of Law.

LAWRENCE M. CENTANNI, of The Law Office of Lawrence M. Centanni, P.C. in Elizabeth, practices in civil and criminal litigation, collection cases, municipal court violations, business and real estate closings, and contract negotiations. Mr. Centanni is licensed to practice law in the State of New Jersey and at the Federal District Court of the Federal District of New Jersey. He is a member of the New Jersey State Bar Association, the Union County Bar Association, and the Richard J. Hughes Inn of Court. Mr. Centanni received his B.A. from Lafayette College in Lansing, Michigan and his J.D. from the Thomas M. Cooley Law School in Easton, Pennsylvania.

Landlord-Tenant Law

New Brunswick, NJ - February 12, 2014

Registration Fee: (includes manual)

- \$329 per person
- \$319 per person for 2 or more
- \$299 per person **if paid by December 31st**

Reference Materials:

- Add audio to your registration for \$147*
- Manual only \$95*
- Audio only \$247*
- Audio/manual package \$337*

Payment Information:

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*Pricing listed includes \$6 shipping and handling. Please allow 2 to 6 weeks after program for delivery.
†By providing this information you are agreeing to be added to Sterling's in-house contact lists.

BOOKSTORE

Below is a selection of materials available from previous Sterling seminars. To order, please complete this form and mail with payment or call 715-855-0495. You can also find these and other materials online at <https://store.sterlingeducation.com/bookstore.php>.

COMMERCIAL & RESIDENTIAL LANDLORD-TENANT LAW

Seminar # 13NJ02035

Commercial Lease Provisions and Issues; Residential Lease Provisions and Issues; Landlord and Tenant Obligations; The Eviction and Judicial Process; When Tenant or Landlord Files Bankruptcy; Ethical Considerations in Landlord-Tenant Law

PRESENTED BY:

Derek D. Reed with Ehrlich, Petriello, Gudin & Plaza, A Professional Corporation; Mark K. Smith with Law Offices of Mark K. Smith; Justin William Oravetz with Archer & Greiner; John A. Giunco, Jr. with Giordano, Halleran & Ciesla; Luke J. Kealy with Greenbaum, Rowe, Smith & Davis LLP; and Gary K. Wolinetz with Greenbaum, Rowe, Smith & Davis LLP

Audio & Manual Set \$155 Audio only \$95 Manual only \$75

LANDLORD-TENANT LAW: SURVIVING IN A DIFFICULT ECONOMY

Seminar # 12NJ04103

Leases: An Ounce of Prevention; Tenant's Rights and Obligations; Landlord's Rights and Options When the Deal Goes Bad; Tenant or Landlord Bankruptcy; Ethical Considerations in Landlord-Tenant Law

PRESENTED BY:

Jason R. Rittie with Einhorn, Harris, Ascher, Barbarito & Frost, P.C.; Christopher K. Costa with Hartsough Kenny Chase & Sullivan; and Derek D. Reed with Levy, Ehrlich & Petriello

Audio & Manual Set \$155 Audio only \$95 Manual only \$75

4 Easy Ways to Register:

- **Web:** www.sterlingeducation.com
Enter # in "Express Registration"
- **Mail:** Sterling Education Services
PO Box 3127
Eau Claire, WI 54702
- **Phone:** 715-855-0498
- **Fax:** 715-835-5132

WALK-INS

Walk-ins are welcome and payment is required at the door when registering. Materials will be available for walk-ins on a first-come first-served basis. **Please call ahead to confirm the schedule.**

CANCELLATIONS

Substitutions or transfers to a future Sterling seminar are welcome anytime up to the day of the seminar.

If you cancel 3 or more business days before the seminar you may:

- 1) transfer your registration to another seminar,
- 2) receive the audio and manual package, or
- 3) receive a refund minus a \$25 service charge.

PLEASE NOTE: If you do not attend and do not cancel as described above you are not entitled to a refund.

REFERENCE MATERIALS

SEMINAR MANUAL:

The faculty has prepared a substantial reference work to accompany their presentation. This manual will serve as a valuable tool for future reference. Each attendee will receive a manual upon checking in at the seminar site; the price is included in the registration fee.

AUDIO RECORDING:

This seminar will be recorded live and the audio recording and/or a reference manual is available for purchase separately or in conjunction with registration. Self-study credit may be available by purchasing the audio and manual package (varies by location). **Please call for details.**

UPCOMING SEMINARS

- **Residential Landlord-Tenant Law**
Parsippany, NJ - March 19, 2014
- **Family Law Hot Topics & Current Issues**
Cherry Hill, NJ - February 25, 2014
- **Hiring & Terminating**
Cherry Hill, NJ - March 26, 2014

Visit our website for details!