

Real Estate Transactions from A to Z

Holiday Inn South Plainfield-Piscataway

December 6 & 7, 2017

Event Sponsor: National Business Institute

Matthew J. Schiller and **Charles J. Wilkes**, members of the firm's Real Estate and Redevelopment & Land Use Departments, will be on the faculty for the two-day course "Real Estate Transactions from A to Z," to be presented by the National Business Institute (NBI). The program will be held at the Holiday Inn South Plainfield-Piscataway on Wednesday, December 6 and Thursday, December 7, 2017 from 9:00am – 4:30pm.

Mr. Wilkes will present on the topic of "Commercial Real Estate Financing Essentials" on December 6 from 3:20pm - 4:30pm. He will lecture on issues related to:

- The mechanics of loan documentation
- Personal guarantees
- Cross collateralization
- Security agreements

Mr. Wilkes concentrates his practice on commercial real estate and financing transactions. He has worked on a variety of sophisticated matters, including the acquisition, disposition, financing and leasing of commercial real estate and major redevelopment projects. He has experience negotiating and drafting real estate loan documentation, purchase and sale agreements and commercial and industrial leases. He has also provided local representation to major international lenders and multinational borrowers in cross-border loan transactions.

Mr. Schiller's presentation on the topic of "Reviewing the Title Commitment" is scheduled for December 7 from 9:00am – 10:40am. He will address the following issues:

- Insurer's obligations and understanding limitations
- Reviewing Schedule A of the title commitment
- Schedules B-I and B-II of the title commitment
- Negotiating removal of, or affirmative coverage for, exceptions

Mr. Schiller concentrates his practice in commercial real estate law. His work encompasses a wide array of commercial real estate transactional, zoning, redevelopment, taxation and litigation matters throughout New Jersey, New York and Connecticut. His transactional experience includes the acquisition, disposition, leasing and management of office, retail, and industrial properties. In addition, Mr. Schiller's practice includes seeking municipal and state land use approvals for commercial and residential developments.

Seminars & Events (Cont.)

Additional program information and registration at: <http://bit.ly/2hNfl6B>