

# Your Real Estate Practice and the COVID-19 Pandemic: What You Need to Know Right Now

Chair: **Sidney Troister, C.Arb., LSM, *Torkin Manes LLP***

**March 27, 2020**

**12:00 p.m. – 2:00 p.m.**  
**CPD Hours = 2 h Professionalism**

**NEW FORMAT: LIVE WEBINAR**

**SKU CLE20- 0030900-D-TEL**



## **Agenda**

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|--------------------------------|--|
| <b>12:00 p.m. – 12:05 p.m.</b> | <b>Welcome &amp; Opening Remarks from the Chair</b><br><br>Sidney Troister, C. Arb., LSM, <i>Torkin Manes LLP</i>  |
| <b>12:05 p.m. – 12:20 p.m.</b> | <b>Notice to Electronic Land Registration System Users from the Director of Titles</b><br><br>Jeffrey Lem, C.S., Director of Titles, <i>Ministry of Government and Consumer Services</i> |

**12:20 p.m. – 12:35 p.m.      What Adjustments Do I Need to Make to Close My Deals?  
(Part 1): Certified Cheques, Wiring Money, and Electronic  
Trust Transfers as a Workaround**

Joel Kadish, Barrister and Solicitor

Charley Kozdas, CPA, CGA, CFF, CFE, BAccS, Auditor, Spot  
Audit, *Law Society of Ontario*

**12:35 p.m. – 12:50 p.m.      What Adjustments Do I Need to Make to Close My Deals?  
(Part 2): Client Meetings Remotely, Swearing Affidavits  
Remotely, Identification and Verification Remotely, ILA  
and ILR Remotely**

Mark Durward, Counsel, Practice Review, *Law Society of  
Ontario*

Merredith MacLennan, *Merovitz Potechin LLP*

**12:50 p.m. – 1:05 p.m.      What Adjustments Do I Need to Make to Close My Deals?  
(Part 3): Certifying Registered Documents and Title  
Insurance GAP Coverage as a Workaround**

Joel Kadish, Barrister and Solicitor

Merredith MacLennan, *Merovitz Potechin LLP*

**1:05 p.m. – 1:15 p.m.      What Adjustments Do I Need to Make to Close My Deals?  
(Part 4): Your Client is Buying New, Issues with Tarion®  
Inspections, Other Builder Issues**

Merredith MacLennan, *Merovitz Potechin LLP*

**1:15 p.m. – 1:25 p.m.      What Adjustments Do I Need to Make to Close My  
Deals? (Part 5): Protecting Your Practice and Yourself,  
Insurance Coverage, Protecting against Fraud, What  
LawPRO® is Doing**

Raymond Leclair, Vice-President, Public Affairs, *Lawyers'  
Professional Indemnity Company (LawPRO®)*

**1:25 p.m. – 1:40 p.m.**

**Delayed Closing or No Closing? What You Need to Do to  
Protect Yourself and Your Clients**

Sidney Troister, C. Arb., LSM, *Torkin Manes LLP*  
(Moderator)

Panelists:

Joel Kadish, Barrister and Solicitor

Merredith MacLennan, *Merovitz Potechin LLP*

**1:40 p.m. – 2:00 p.m.**

**Question and Answer Session**

**2:00 p.m.**

**Program Ends**