

NEWFOUNDLAND AND LABRADOR CONTINUING LEGAL EDUCATION
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Title Insurance: Reduce Your Risk

Tuesday, June 19, 2018

12:00 pm – 1:00 am (Registration begins at 11:45 am)

3rd Floor, Law Society Building, 196-198 Water Street, St. John's, NL

Seminar Overview:

The practice of real estate has become very demanding over the past few years with clients, real estate agents and lenders pulling you on in all directions with unrealistic high expectations. These unrealistic expectations may also increase this risk of claims against your E&O insurance and put pressure on you, your staff and the relationships with your clients and referral sources. Through our discussion you will learn how title insurance can assist you in reducing your risk when closing a real estate transaction. You will learn tips on underwriting and how you can help in developing creative solutions. You will gain a stronger understanding of the coverage provided using claims examples. We will also review some valuable tips on how to speak to your clients about the value of title insurance. We also look forward to an open table at the end to hear from you and how title insurance has helped your practice.

Seminar Presenters:

Cameron McInnes – Regional Manager Atlantic Canada, Chicago Title Insurance Company

As a seasoned sales professional, Cameron has over fourteen years' experience in the title insurance industry. Previous to the title insurance industry he was a lender with Bank of Montreal in Halifax and an Assistant Branch Manager with National Bank in New Brunswick.

In 2010, Cameron started with Chicago Title where he has been instrumental in building relationships in the Atlantic Canada region with lawyers, paralegals and their firms. A great listener, he has the ability to connect with people on a professional and personal level. He is passionate about helping his partner law firms close their real estate transactions and build their own business.

Originally from small town New Brunswick, Cameron now lives in Bedford Nova Scotia with his wife and two boys. He volunteers as a coach, team manager and Certifications Coordinator for the local hockey association.

Caroline Émond – Director of Underwriting, Chicago Title Insurance Company

As Director of Underwriting for Chicago Title Insurance Company Canada, Caroline oversees the underwriting for the issuance of residential and commercial title insurance policies and manages Title Insurance Solutions.

Caroline is responsible for the day to day underwriting on residential and commercial transactions, consistently striving for customer satisfaction. She contributes to the evolution of underwriting and risk assessment guidelines, with the objective of keeping these guidelines efficient, practical and in line with the real estate market's reality. Fluent in both French and English, she regularly participates in the translation of various legal documents.

Caroline joined Chicago Title in 2013 as Director, after having accumulated over 22 years of practice as a commercial real estate lawyer with top tier Canadian law firms. Dedicated to title examinations, negotiating and preparing opinions, as well as drafting real estate documents in connection with major transactions involving all types of real property, Residential (condominium projects, senior housing), Commercial (shopping centres, office buildings, hotels), Industrial or in more specialized projects such as telecommunication sites, renewable energy projects and mines.

For many of those transactions, Caroline has recommended that purchasers and lenders obtain title insurance. Her experience in both real estate and as a former client is being put to good use for the benefit of Chicago Title's clientele.

Caroline obtained her law degree from the University of Montreal in 1990 and was called to the Quebec Bar in 1991. She is a member of the Quebec Bar and the Canadian Bar Association. As Vice President in Quebec for the Title Insurance Industry Association of Canada and a registered lobbyist, Caroline works to promote, provide information and education on title insurance to governmental authorities and clients.

REGISTER ONLINE BY CLICKING THE FOLLOWING LINK:

https://zoom.us/webinar/register/WN_KQQ55Ez5SO2r_InPeQZ4mA

Registration Fee: \$57.50 (\$50.00 + 15% HST)

HST # R108086463

Registration Includes:

1. Seminar attendance
2. Sandwiches and light refreshments (for in-person attendees)

PLEASE NOTE: YOUR SPACE WILL NOT BE CONFIRMED UNTIL PAYMENT IS RECEIVED AND REFUNDS WILL NOT BE ISSUED FOR CANCELLATION AFTER JUNE 15, 2018.

CLE Credit: 1 hour