

**Investors Title**  
INNOVATIVE BY INSTINCT

TWENTY-FIRST ANNUAL

**FALL**  
*gathering*  
October 18-19th  
2024

NORTH CAROLINA CLE ATTORNEY SEMINAR | RIZZO CENTER • CHAPEL HILL

**Investors Title**  
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## Join us for our 21st Annual Fall Gathering!

Our *21st Annual Fall Gathering* features an exciting return to the Rizzo Center with a full schedule of courses, activities, and networking. We invite real property attorneys to join us for this rich learning and social opportunity that includes timely CLE content and a cocktail reception in the historic DuBose Home. We look forward to celebrating the 21st Fall Gathering with you and are grateful for the enduring relationships we share.

### FRIDAY, OCTOBER 18

Sign-in and Lunch: 11 – 11:45 am  
Opening Remarks: 11:45 am – 12:30 pm  
Seminar: 1 – 5:30 pm  
Cocktail Reception: 5:45 – 8:30 pm

### SATURDAY, OCTOBER 19

Breakfast available: 6:30 – 9:30 am  
Seminar: 9 – 11:15 am  
Lunch with Investors Title Attorneys:  
11:30 am – 12:30 pm

## VENUE & ACCOMMODATIONS

### SEMINAR LOCATION

#### Rizzo Center

150 DuBose Home Lane  
Chapel Hill, NC 27517

#### Room Reservations at Rizzo:

Call 919.913.2098 and request the Investors Title Fall Gathering room rate of \$286.

**This special rate is available through September 26, 2024.**

**PLEASE RESERVE YOUR ROOM EARLY.**

#### Additional rooms available at Courtyard Chapel Hill

100 Marriott Way • Chapel Hill, NC 27517  
Call 919.883.0700 – request the Investors Title room rate of \$209.

**This special rate is available through September 17, 2024.**

**PLEASE RESERVE YOUR ROOM EARLY.**

#### Other hotels in the vicinity (some require a 2-night minimum):

- **AC Hotel Marriott Chapel Hill** – 919.969.2800
- **Aloft Chapel Hill** – 919.932.7772
- **Hampton Inn & Suites Carrboro** – 919.969.6988
- **Hampton Inn & Suites Chapel Hill** – 919.403.8700
- **Residence Inn by Marriott Chapel Hill** – 919.933.4848
- **Carolina Inn Chapel Hill** – 919.933.2001
- **Siena Hotel Chapel Hill** – 919.929.4000
- **The Graduate Chapel Hill** – 919.442.9000

#### DIRECTIONS TO RIZZO CENTER

150 DuBose Home Lane  
Chapel Hill, NC 27517

#### From the North/East:

From Interstate 40 West, take exit 273A toward Chapel Hill. Follow 54 West for approximately 2 miles. Turn right onto Meadowmont Lane. Turn right onto DuBose Home Lane. Parking is up the hill to the right.

#### From the South/West:

From Interstate 40 East, take exit 273 toward Chapel Hill. Follow 54 West for approximately 2 miles. Turn right onto Meadowmont Lane. Turn right onto DuBose Home Lane. Parking is up the hill to the right.

# Register Online

Participants may choose six courses from among those shown below.

Visit [invtitle.com/events/nc](https://invtitle.com/events/nc) and go to Fall Gathering registration. Once your registration is complete, you will receive an automatic confirmation via email.

**SEMINAR FEE: \$395**

[education@invtitle.com](mailto:education@invtitle.com) | 800.326.4842

## COMMERCIAL TOPICS

### TOP 10 COMMERCIAL ENDORSEMENTS (GENERAL CREDIT)

*Gates Grainger & Tabatha Cruden – Investors Title Insurance Company*

On commercial transactions, buyers and especially lenders are asking for more endorsements than ever. In this presentation, title attorneys will answer your most frequently asked questions about the top 10 endorsements we see on commercial transactions. We will discuss what is covered, what is excluded, and related applicable endorsements, and answer any questions you have about other endorsements.

### NEGOTIATING PURCHASE AND SALE CONTRACTS (GENERAL CREDIT)

*Jeff Benson – Investors Title Insurance Company*

This course will focus on several of the key provisions of purchase and sale contracts for commercial real estate. It will discuss contract sections that deserve particular focus and tips on negotiating those sections. We will discuss specific language and negotiating positions for both buyer's and seller's counsel.

### 1031 EXCHANGES: BUILDING IT UP AND MAKING IT NICE (GENERAL CREDIT)

*Victoria Templeton – Investors Title Exchange Corporation*

In this session we will discuss the various structures for a taxpayer to incorporate the cost of improvements, modifications, renovations, and new builds into their 1031 exchange. From simple solutions to the most complex, this course will cover contract modifications, draws on exchange funds, whether a taxpayer can build on land they already own, building on land owned by a related party, leasehold improvements and both safe harbor and non-safe harbor build to suit parking transactions. We will discuss the definition and role of the QI and Exchange Accommodation Titleholder (the EAT), transaction timeframes, funding and loan structures, contractual documentation, identification requirements, costs, methods of acquisition and disposition, special purpose entities and implications of the new FinCEN BOI requirements.

## TECHNOLOGY TOPICS

### THE STATE OF WIRE FRAUD (TECHNOLOGY CREDIT)

*Thomas Cronkright – Sun Title & CertifID and Jonathan Biggs – Investors Title Insurance Company*

The fraud landscape continues to evolve and this course will cover the latest trends, data, and wire fraud prevention methods. The following topics will be covered: 1) the latest fraud trends and red flags; 2) why identity verification is vital in our industry; 3) case studies from fellow attorneys and title agents; and 4) and the seamless integration of prevention methods into your existing processes.

## GENERAL TOPICS

### 2024 LEGISLATIVE UPDATE (GENERAL CREDIT)

*Stephen B. Brown, Sr. – Investors Title Insurance Company*

In this hour, we will explore 2024 legislative initiatives and their potential implications. Attorneys in attendance will learn about legislation that passed and examine the factors behind legislation that did not. As we review the public policy (both pro and con) surrounding the legislative initiatives, participants will be challenged to assess the strengths and shortcomings of the legislation with regard to their practice.

### ANATOMY OF A CLAIM (GENERAL CREDIT)

*Jason Portnoy – Investors Title Insurance Company and Robert McNeill, and Ziporah “Zip” Edwards – Offit Kurman*

In this course, we take you through the claims process from start to finish using a hypothetical set of facts. We will discuss what consideration goes into all of the following: how/when to submit a claim, the coverage evaluation process, coverage options including litigation, and how/when a loss is determined and paid.

### ESTATES: WHAT HAPPENS WHEN WE DIE (GENERAL CREDIT)

*Marcus G. Garren – Investors Title Insurance Company*

This session will focus on general estate matters involving real property. Hypotheticals will be used to address issues of probate, intestacy, and other related matters that many real estate attorneys deal with on a daily basis.

## ETHICS & MENTAL HEALTH/SUBSTANCE ABUSE TOPICS

### THE PSYCHOLOGY OF TRANSITION (ETHICS/SUBSTANCE ABUSE CREDIT)

*Candace Hoffman – NC Lawyer Assistance Program*

Transition appears in myriad forms throughout our lives and careers: marriage, divorce, having children, children leaving for college, moving to a new town, leaving a law firm, changing practice areas, retirement...the list goes on. Add to that, many of us spend our days counseling and advising clients who face major change arising from divorce, criminal charges, bankruptcy, starting a new business, selling a business, business breakups, personal injuries, and the like. This program examines the unspoken “elephants in the living room” that directly impact and influence our ability (or seeming inability) to welcome or embrace transition and change. Transition is never easy, but with increased awareness of the invisible forces within us that fight transition, it need not be so difficult.

### CAN I DO THAT? A REVIEW OF ETHICS OPINIONS RELATED TO REAL PROPERTY

*D. Kevin Joyce – Investors Title Insurance Company*

This course is a survey of ethics opinions issued by the State Bar that directly address the real property practice. Topics will include what parties to a transaction an attorney can represent, who an attorney can charge for work done, flip transactions, tacking, and other real property practice issues. An in-depth analysis of various conflict scenarios set forth by the ethics opinion will be undertaken, including a discussion of which conflicts can be waived and which cannot. The course will span 35 years of ethics opinion related to real property, with a focus on the seminal opinions, as well as the newer opinions with which the practitioner may be less familiar.

### NORTH CAROLINA WELCOMES REMOTE ELECTRONIC NOTARY – HOW AND WHEN! (TECHNOLOGY CREDIT)

*Ozie Stallworth – North Carolina Secretary of State and Jonathan Biggs – Investors Title Insurance*

We are glad to welcome Ozie Stallworth, Director, Electronic Notarization and Notary Enforcement for the North Carolina Secretary of State, back this year to join Jon Biggs to share the latest information about North Carolina's Remote Electronic Notary statute and the implementation of the supporting rules and regulations. We will also cover the “how, what, when and where” of what you need to “know, learn and do” to become a Remote Electronic Notary in North Carolina.

### WHAT REAL ESTATE ATTORNEYS NEED TO KNOW ABOUT THE REAL ESTATE COMMISSION (GENERAL CREDIT)

*Robert J. Ramseur, Jr. – Ragsdale Liggett, PLLC; Len Elder, JD, DREI, CDEI – NC Real Estate Commission; Kristen Fetter – NC Real Estate Commission*

This presentation will open with an exploration of the members of the real estate commission and reviewed of the mission and framework of the organization. We will review the departments, the staff, and their responsibilities. At that point, we will pivot to review the anatomy of a complaint, including the investigation, strategies for handling a complaint, and methods to assemble full and accurate response information. The presentation will conclude with the anatomy of a resolution including settlement consent orders and hearings with findings of fact. A final mention will be made of the value that can be found in self-reporting, some statistical data regarding disciplinary actions, and the disposition of cases in which material facts are found.

### 2024 CASE UPDATE (GENERAL CREDIT)

*William A. “Drew” Foley – Investors Title Insurance Company*

This session will review the real property cases from the North Carolina Supreme Court of Appeals from the last quarter of 2023 and the first half of 2024. Participants are encouraged to examine how the decisions could impact their practices, and how they can adjust their practice procedures and counsel to clients accordingly.

**Earn six hours of North Carolina or South Carolina CLE credit.**