

Understand Land Seminar Series for Real Estate Professionals

Fall/Winter 2015/16 Curriculum

"A land survey is the most important document in a real estate transaction."

-- Bob Aaron, real estate lawyer and Toronto Star property law columnist.

Protect Your Boundaries is a leading authority in property boundaries and boundary dispute resolution strategies.

The Understand Land Seminar Series educates Realtors on current risks and opportunities and arms them with the tools they need to survive and thrive in the "new boundary reality".

"The Protect Your Boundaries seminars are informative and useful. When Chris is presenting, I get maximum turnout to our meetings. My agents simply love him. Book him and you will not be disappointed."

Gordon Shirbon | Managing Broker | Royal LePage Terrequity Brokerage

"Surviving the New Boundary Reality and How to Read a Survey Plan were SO well received. You will most definitely be a regular trainer in our Market Centre."

Maureen Marsiglio | Team Leader | Keller Williams Realty Centres

"The material and visuals were excellent. Everyone has a much better understanding of the importance of using surveys in the real estate transaction and how to read them. Thank you again for a job well done!"

Joe Jeronimo | Broker/Manager | Coldwell Banker R.M.R. Real Estate



Seminar 1: Surviving the New Boundary Reality (60 mins)

Changes in title insurance, changes in the law, and an epidemic of hidden boundary issues in the GTA have created a new, high-risk boundary reality. This seminar clarifies the risks and offers agents and brokers tools to protect themselves from costly legal action and add value to their clients.

- How the world of Property Boundaries has changed and what it means to you;
- Why Title Insurance is no longer enough - "49% of GTA Homes have Hidden Boundary Issues" 2014 Study;
- How survey plans help buyers and sellers and when is the right time to use one?

Seminar 2: How to Read and Use a Survey Plan (60 mins)

Land Survey Plans are invaluable documents in ensuring a smooth and problem-free sale or purchase. Understanding how to read and use a survey plan in real estate will give you critical insights to help you protect your client, your brokerage and yourself.

- How to identify an official survey plan; 3 types of survey plans and where to use them;
- 6 Key Features to identify and understand;
- How to spot trouble and help clients avoid "buyer's remorse";

Seminar 3: The A-Z of Title Insurance (60 mins)

Twenty years ago title insurance promised to insure homebuyers against anything that would have been found on a survey plan and an off-title search. Today homebuyers and their Realtors face unprecedented challenges and scrutiny to their claims. This seminar demystifies title insurance and provides strategies for protection and success.

- What is title insurance and what does a policy cover?
- Need to Know! How do title insurance companies settle claims?
- The "ignorance is bliss" trap, and how to avoid it - what title insurers and lawyers *won't* tell you.

Seminar 4: The Realtor's Guide to Boundary Disputes (60 mins)

So your client is in a boundary dispute... Did you know that 49% of GTA properties have hidden boundary issues that usually flare into disputes when a property (or its neighbour) changes ownership? That puts you, the agent in the firing line when clients and insurers look to place blame and recoup costs.

- Explore the Boundary Dispute Resolution Process and learn how to avoid common traps;
- Learn the best advice to give your clients in a boundary dispute;
- Discover how to help your customers, on both sides of the deal, avoid boundary disputes.

Seminar 5: Easements & Right-of-Ways (45 mins)

An easement is a right to cross or otherwise use someone else's land for a specified purpose. From shared right-of-ways, to maintenance accesses to hydro easements - knowing how and where to identify them and interpret their implications for a real estate deal is key to any top-agent's ability to serve their customers.

- What is an easement? How do I know it exists? How do I "place it" on the ground?
- What are the most common types of easement in the GTA? Which ones cause the most problems to home-buyers?
- Learn how easement issues can affect your deal, and what to do about it.

Seminar 6: Deciphering the Legal Description (45 mins)

More than just a long string of text you type into your listing's MLS entry, the Legal Description is the identification cornerstone of a property. Hidden in plain sight are clues to potential issues that may exist with a property - issues that can only be revealed through an understanding of the Legal Description.

- Learn how to read (and decipher) any legal description;
- Find out how to spot potential issues that may cause you problems in your deal;
- Discover three go-to documents that help you avoid costly title and boundary errors;
- Learn how Ontario's land fabric is designed and how that helps you be a better Realtor.