

REAL ESTATE CONTINUING EDUCATION

COMMERCIAL Schedule

With the start of the 2009-2010 biennium, all licensees must complete six Department of Regulation and Licensing (DRL)-approved courses for a total of 18 hours before December 14, 2010. Robbins & Lloyd is recognized as the leader of commercial real estate education. R&L instructors are actual practicing commercial real estate attorneys, developers and real estate brokers compared to what other providers offer their students. Each biennium Robbins & Lloyd offers a special program to address the needs of licensees who do not practice residential real estate. The program will fulfill the state continuing education requirements. All courses are offered at Robbins & Lloyd Career Training Institute. HOME STUDY AVAILABLE.



- COURSE 1: Listing Contract**
Instructor: Joseph Tierney IV, Davis & Kuelthau, s.c.
- COURSE 2: Offer to Purchase**
Instructor: John Heller, Interstate Partners
- COURSE 3: New Developments**
Instructor: Nancy Haggerty, Michael Best & Friedrich LLP
- COURSE 4: Buyer Agency Agreements**
Instructor: Roy Wagner, von Briesen & Roper, s.c.
- ELECTIVE B: 1031 Exchanges**
Instructor: Ellen Wagner, Stewart Title Guaranty Company
- ELECTIVE F: Broker Supervision**
Instructor: Blair Williams, WiRED Properties

| LESSON | DAY | DATE | TIME | LESSON | DAY | DATE | TIME | LESSON | DAY | DATE | TIME |
|-------------------|-------|---------|---------|-----------------------|--------|---------|---------|----------------------|-------|----------|---------|
| APRIL 2010 | | | | SEPTEMBER 2010 | | | | NOVEMBER 2010 | | | |
| CE #1 | Tues. | 4/13/10 | 9:00 AM | CE #1 | Mon. | 9/20/10 | 9:00 AM | CE #1 | Mon. | 11/8/10 | 9:00 AM |
| CE #2 | Tues. | 4/13/10 | 1:00 PM | CE #2 | Mon. | 9/20/10 | 1:00 PM | CE #2 | Mon. | 11/8/10 | 1:00 PM |
| CE #3 | Tues. | 4/20/10 | 9:00 AM | CE #3 | Thurs. | 9/23/10 | 9:00 AM | CE #3 | Tues. | 11/9/10 | 9:00 AM |
| CE #4 | Tues. | 4/20/10 | 1:00 PM | CE #4 | Thurs. | 9/23/10 | 1:00 PM | CE #4 | Tues. | 11/9/10 | 1:00 PM |
| Elective B | Tues. | 4/27/10 | 9:00 AM | Elective B | Fri. | 9/24/10 | 9:00 AM | Elective B | Wed. | 11/10/10 | 9:00 AM |
| Elective F | Tues. | 4/27/10 | 1:00 PM | Elective F | Fri. | 9/24/10 | 1:00 PM | Elective F | Wed. | 11/10/10 | 1:00 PM |

REMEMBER: ALL REAL ESTATE LICENSES EXPIRE ON DECEMBER 14, 2010.

Name: _____

Address: _____

City/State/Zip: _____

Phone: _____ E-Mail: _____

Real Estate License #: _____ License: Sales / Broker

Classroom: \$160 for 18 Hrs. \$30/ea.
Home Study: \$215 for 18 Hrs. (+\$14 Shipping) \$40/ea. (+\$5 Shipping)

Course # _____ Date: _____ Course # _____ Date: _____

Course # _____ Date: _____ Course # _____ Date: _____

Elective B _____ Date: _____ Elective F _____ Date: _____

Enclosed is a check for \$ _____ payable to Robbins & Lloyd Career Training Institute

Charge my: (circle one) Visa / Mastercard Card No. _____

Exp. Date _____ 3-Digit Customer Code _____

Send Registration to: Robbins & Lloyd Career Training Institute, 11801 W. Silver Spring Dr., Suite 200, Milwaukee, WI 53225
 Fax: (414) 464-0850, Phone: (414) 464-0800, www.robbsandlloyd.net

ABOUT THE INSTRUCTORS



Joseph E. Tierney IV, Davis & Kuelthau, s.c. (COURSE 1)

Mr. Tierney is a member of the Business and Corporate Law Team and the Real Estate practice group. He focuses his practice on real estate development and tax issues, corporate law, and general tax law. He has substantial experience in commercial development, financing (including New Market Tax Credits and other tax assisted development), entity formation and choice, tax aspects of real estate transactions (including Section 1031 exchanges), retail shopping center development and leasing, office building development and leasing, subdivision development, and tenancy in common issues.



John B. Heller, Interstate Partners (COURSE 2)

John B. Heller has been the President of Interstate Partners - Wisconsin Region since 2000. He is responsible for the Wisconsin portfolio and all development, marketing and management operations. John's educational background includes a Bachelors of Science degree in Industrial Engineering from the University of Illinois and a Masters of Business Administration from Krannert School of Management-Purdue University. His prior experience includes Executive Vice President, WISPARK Corporation, Milwaukee, Wisconsin, 1990-2000; Partner, Trammell Crow Company, Milwaukee, Wisconsin, 1985-1990; Senior Strategic Planner IBM Corporation, Tucson, Arizona and White Plains, New York, 1981-1983; and Manufacturing Engineer and Manufacturing Manager-Caterpillar Tractor Company, Aurora, Illinois, 1977-1981. John is affiliated with the National Association of Industrial and Office

Properties (NAIOP), the National Association of Industrial and Office Properties (NAIOP), Wisconsin Chapter Board of Directors and the Wisconsin Preservation Fund.



Nancy Leary Haggerty, Michael Best & Friedrich, LLP (COURSE 3)

Nancy Haggerty is a partner of Michael, Best & Friedrich Law Firm in Milwaukee, and has 28 years of experience in real estate development, financing, TIF financing, Business Improvement Districts, cleanup of contaminated real estate, construction and architect contracts, and development and zoning work. She has worked on many condominium projects, and is considered one of the experts in the State on condominiums, condohotels, and timeshares. She speaks frequently for the State Bar Real Estate Section, the American Bar Association Real Estate Division, is one of the authors of the State Bar's Condominium Law Handbook, and has published two articles in the ABA's real property magazine. Nancy is returning for her fourth biennium appearance to keep you awake and informed.



Roy Wagner, von Briesen & Roper, s.c. (COURSE 4)

Roy Wagner is an attorney with von Briesen & Roper, s.c. and is chair of the Construction Law and Litigation Section. His practice focuses on representing businesses and individuals in business formation and related business and litigation matters. The largest segment of his business practice relates to construction matters including assisting design professionals, contractors, developers, and owners in facilitating their projects and solving their legal disputes. He utilizes mediation, arbitration and litigation as appropriate to finalize dispute resolutions and has acted as both arbitrator and mediator. Roy's practice also includes commercial and negligence litigation. Roy is a member of the American Bar Association and the State Bar of Wisconsin including the Litigation and Construction and Public Contract Law Sections. He is currently serving his second term as Chairman of the Board of Directors of the Construction

and Public Contract Law Section of the State Bar. He lectures regularly to lawyer and trade groups on construction practices. In 2006, Roy received the Whitefish Bay Distinguished Volunteer of the Year award for his work as the Chairman of the Architectural Review Commission and for upgrading the Municipal Design Guidelines. Roy is featured in the December 2006 issue of The Wisconsin Law Journal as one of the Top Construction Lawyers in Wisconsin. Since 2008, Roy has been recognized as a "Super Lawyer" in Construction Litigation by Law & Politics and Milwaukee Magazine. In 2009, Roy received the Charles Dunn Author Award from the State Bar of Wisconsin for an article that was published in Wisconsin Lawyer magazine titled "Mediating Complex Construction Claims."



Ellen Wagner, Stewart Title Guaranty Company (ELECTIVE B)

Ellen M. Wagner (nee Pokrass), a native of Milwaukee, Wisconsin, is a 1979 graduate of Cornell University, and a 1984 graduate *summa cum laude* of the Syracuse University College of Law. Upon graduation, Ms. Wagner joined the law firm of Michael, Best & Friedrich, where she specialized in tax and real estate matters, including extensive §1031 exchange work. Ms. Wagner is an active member of the American Land Title Association, presently involved on the Land Use and Recording Committees, the Wisconsin Land Title Association as its 2007-08 President and current board member, and the Wisconsin Commercial Association of Realtors. She is an active member of the Association of Commercial Real Estate Women, American and Wisconsin Bar Associations, and the Milwaukee Bar Association. Ms. Wagner has lectured extensively on various topics concerning title insurance, real estate, litigation

and corporate taxation. She currently drafts the curriculum for and teaches commercial and residential real estate topics for the Robbins & Lloyd Career Training Institute, and teaches several title certificate courses, including title and closing courses for the Wisconsin Land Title Association. From 1992 to 2002, Ms. Wagner acted as State Counsel for Old Republic National Title Insurance Company handling agency underwriting operations, construction disbursement and lien claim matters, claims, tax-free exchanges, and commercial real estate matters, and from 1998 through 2007 acted as Managing Member of Clear Title East, LLC, a full service title agency she helped to found in 1998. She now makes her professional home as Wisconsin State Counsel for Stewart Title Guaranty Company, and as a partner of Corcoran & Wagner, LLP, a small law firm specializing in real estate matters.



Blair Williams, WIRED Properties (ELECTIVE F)

Blair W. Williams founded Winder Real Estate Development, Inc. (WIRED) in August, 2005. Blair is a native Milwaukeean and is passionate about Milwaukee. A graduate of the University of Wisconsin – Madison with a B.A. in History, a J.D., an M.B.A. and an M.S. in Real Estate, Blair is also a dedicated Badger. After graduating from UW, Blair moved to Dallas, Texas with his wife Stacy and spent two years cultivating his passion for real estate. Dallas, a city with many charms, lacked a certain dynamism offered by Milwaukee. In 2000, Blair and Stacy moved back to Milwaukee, where Blair joined the award-winning real estate development firm Mandel Group, Inc. Integrity, engagement, connectedness and diversity drive Blair in pursuit of business for WIRED Properties. Blair is passionate about diversity of use and diversity of user. Overwhelmingly, Blair is passionate about community.