

OTHER OPPORTUNITIES

- **Immigration Law in the Workplace**
Philadelphia, PA – November 6, 2008
- **Landlord-Tenant Law Update**
Philadelphia, PA – December 9, 2008
Harrisburg, PA – December 16, 2008
Philadelphia, PA – February 10, 2009

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REFERENCE MATERIALS

Seminar Manual

The faculty has prepared a substantial reference work to accompany its presentation. This manual will serve as a valuable tool for future reference. You will receive the manual upon checking in at the seminar site. Its price is included in the registration fee.

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This seminar will be recorded, so if you cannot attend, or if you want to apply for home study credit (where offered), you can order a set of audio tapes and/or a reference manual from this program. Please use the registration form to order.

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FUNDAMENTALS OF LANDLORD-TENANT LAW: Dealing with Tenants & Documentation; Terminating a Tenancy; The Eviction Process; and Collections: Enforcing Your Judgment

PRESENTERS: Dealing with Tenants and Documentation; Terminating a Tenancy; The Eviction Process; and Collections: Enforcing Your Judgment
Seminar # 8PA04035 Tape & Manual Set \$155 Tapes only \$95 Manual only \$75

COMMERCIAL AND RESIDENTIAL EVICTIONS: Reducing Exposure to the Problem; Reclaiming Abandoned Property; Commercial Eviction and Landlord's Liens; Residential Eviction and Trial; When Tenant or Landlord Files Bankruptcy; and Ethical Considerations in Evictions

PRESENTERS: Brian F. Achey with Law Offices of Brian F. Achey; Edward A. Paskey with Kagen, MacDonald & France, P.C.; Steven M. Williams with Cohen, Seglias, Pallas, Greenhall & Furman, PC; and Susan P. Peipher with Blakinger, Byler & Thomas, P.C.
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COMMERCIAL & RESIDENTIAL LEASE ENFORCEMENT & EVICTIONS: Drafting and Execution: How to Protect the Landlord; Defaults, Options and Remedies; Evictions; When the Tenant or Landlord Files Bankruptcy and The Effect of the Bankruptcy Reform Act of 2005; Suits for Rent and Other Contractual Claims and Appeals and Enforcement of Awards and Judgments; and Ethical and Professional Considerations

PRESENTERS: Paul R. Yagelski with Rothman Gordon, P.C.; The Honorable David J. Barton with Bentz Law Firm, P.C.; and Brad N. Sommer with Dornish & Scolieri, P.C.
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Construction Law: From A to Z

Including Immigration Regulations – Avoid Fines and Sanctions

Philadelphia - December 9, 2008

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WHAT ATTENDEES HAVE TO SAY ABOUT OUR SEMINARS

It was a great class...Send us info on new classes! Thank you!

-L.K., Corporate Operations Director, Marietta, GA
Excellent seminar overall. This seminar had knowledgeable presenters and the materials were good; excellent agenda.

-M.J., Real Estate Development Attorney, Boston, MA
Excellent seminar, Excellent presenters-Clear & Interesting;
Seminar agenda and manual also excellent.

-T.M., Litigation Partner, 100 attorney law firm

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Construction Law: From A to Z

Philadelphia

December 9, 2008

Presented by:

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(See complete biographies inside)

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MEET THE FACULTY

JOHN A. GREENHALL, managing partner of Cohen, Seglias, Pallas, Greenhall & Furman, PC, practices in construction law and business law. Mr. Greenhall has arbitrated numerous construction disputes, and he has been selected to serve on the commercial arbitration panel of the American Arbitration Association and as general counsel to the Delaware Valley Association of Structural Engineers. He has frequently lectured and written on construction claims documentation, contracts, suretyship, indemnity agreements, ADR, and construction delay claims. *Law & Politics* has named Mr. Greenhall a “Pennsylvania Super Lawyer” in construction law for 2004, ‘05, ‘06, and ‘07; and a “New Jersey Super Lawyer” in construction law in 2004, ‘05, ‘06, ‘07 and ‘08. Mr. Greenhall has handled cases on both the state and federal levels and argued cases on the appellate levels in a multitude of jurisdictions. Mr. Greenhall earned his B.A. at Franklin and Marshall College and his J.D., with honors, at George Washington University.

WILLIAM G. FREY, a partner with Wolf, Block, Schorr and Solis-Cohen LLP, practices in complex business litigation, handling cases in construction and real estate development, insurance coverage, products liability, and administrative agency practice. He has handled numerous construction mediations and disputes including delay damage claims, contract terminations, project administration, unforeseen site condition, risk management of construction disputes, change orders, mechanics’ liens, and breach of standard of care under architects and engineer’ agreements and design-build agreements. Mr. Frey is also highly proficient in matters of insurance coverage and business insurance practices. He sits as Judge Pro Tem in the Commerce Court of the Philadelphia Court of Common Pleas, speaks on the panel of distinguished lecturers for ASHRAE, a society of mechanical engineers, and has served as co-chair of the Appellate Courts Committee of the Philadelphia Bar Association. Mr. Frey earned his B.A., *magna cum laude*, at Brown University and his J.D. at Villanova Law School.

RICHARD D. KALSON, a partner with Thorp Reed & Armstrong, LLP, practices in the areas of construction law, commercial litigation, and products liability defense. He provides counsel to contractors, subcontractors, suppliers, and project owners in litigation and business consultation matters. Mr. Kalson serves as editor and contributor to the *Thorp Reed and Armstrong LLP Construction Law News*. He successfully represented multi-national corporations in commercial litigation disputes involving adequacy of products for intended purposes and resulting damages. He has argued before the Pennsylvania Superior Court, Commonwealth Court, the Western District of Pennsylvania and the Pennsylvania Board of Claims, as well as numerous Pennsylvania Courts of Common Pleas. Mr. Kalson earned his B.A., with honors, at the University of Wisconsin and his J.D. at the University of Minnesota.

DAVID L. BRAVERMAN, managing partner of Braverman Kaskey, practices in the areas of complex commercial litigation, bankruptcy, business law, construction law, and litigation. Mr. Braverman is an accomplished trial attorney, having won many complex trials resulting in verdicts or settlements exceeding millions of dollars. In 2004, his peers selected him as a “Pennsylvania Super Lawyer.” Mr. Braverman is a frequent lecturer to many legal and trade groups, and he has co-authored a book on “New Jersey Trial Practice” as well as various articles and other publications. He is admitted to practice in California, Pennsylvania, and New Jersey. He is a founding partner of his former law firm, growing that firm from approximately 30 lawyers to 75 lawyers in less than eight years. Mr. Braverman received his A.B. from Temple University and his J.D., with honors, from McGeorge School of Law, University of the Pacific.

SHERYL L. AXELROD, a founding member of Hepburn, Axelrod & White, LLC, practices commercial, premises liability, professional malpractice, insurance coverage, appellate, creditors’ rights, bankruptcy, personal injury, and product liability litigation. She recently represented contractors who were sued by a homeowner who asserted causes of action for breach of contract, unjust enrichment, break of implied contract, break of the Unfair Trade Practices and Consumer Protection Act, misrepresentation, and for violation of the Real Estate Disclosure Law in connection with the plaintiff homeowner’s purchase of certain real estate from defendants. The plaintiff voluntarily discontinued the action on the first day of trial. She is licensed to practice law in Pennsylvania and New Jersey’s state and federal courts at the trial and appellate levels, and before the Supreme Court of the United States. Ms. Axelrod received her B.A., *cum laude*, from Brandeis University and her J.D. from Temple Law School. She served as law clerk for The Honorable Sandra Mazer Moss.

MANUELA M. MORAIS, a member of Blank Rome LLP, concentrates her practice on business immigration law matters, including the representation of multinational and domestic companies and individuals before the Bureau of Citizenship and Immigration Services and the U.S. Department of State. Before entering private practice, Ms. Morais served as a law intern in the Migration Department of the Nationalities Service Center. She also served as a congressional aid to The Honorable Robert E. Andrews. She is a member of the Pennsylvania and the American Bar Associations and the American Immigration Lawyers Association. Ms. Morais earned her B.A. from Rutgers University and her J.D. from Widener University.

CONSTRUCTION LAW: FROM A TO Z

Philadelphia - December 9, 2008

Location: Penn’s View Hotel - 14 North Front Street - Philadelphia

Registration at 8:00 a.m. - Presentations 8:30 a.m. - 4:30 p.m.

Lunch (on your own) 11:30 a.m. - 12:30 p.m.

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Construction Law: From A to Z

Philadelphia - December 9, 2008

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SEMINAR AGENDA

I. The Construction Contract

A. Introduction: allocation of risk under the construction contract

B. Essential terms of the construction contract

1. Price: cost plus, lump sum, and guaranteed maximum price contracts

2. Scope of work: design build and design-bid build

3. Relationship between plans, specifications, uniform building code, and local codes

4. Completion and close out provisions

C. Other important terms of the construction contract

1. Payment clause and variations, including “pay-if-paid” and “pay-when-paid”

2. Liquidated damages

3. Dispute resolution mechanism

4. Change order mechanism

D. Form construction contracts

1. American Institute of Architecture (AIA), Associated General Contractors (AGC), General Contractors Association (GCA), and Design-Build Institute (DBI)

2. Standard terms and conditions

3. Relationship to codes, plans, and specifications

E. Duties, liabilities, and risks among participants in the construction process

1. Parties to the construction process

2. Licensing requirements

3. Privity of contract and the economic loss rule

II. Bonding and Insurance

A. Payment, performance, and bid bonds

B. Market considerations

C. Bonding for tenant improvements

D. CGL and builders risk insurance

III. Performance and Modification of the Contract

A. Mechanisms for payment: required approvals and forms of release upon payment

B. Assurance of performance

C. Completion and close out of the contract

1. Punch lists

2. Certificate of occupancy and certificate of completion

3. Final payment, as-built plans, assignments of rights, and manuals

D. Modification of the contract

1. Differing site conditions

2. Change orders, including delay and acceleration claims

3. Construction change directives

4. Abandonment and cardinal

IV. The Remedies for Non-Performance

A. Contractors remedies

1. Contractual remedies against the owner

2. Contractual remedies against the sub-contractors

3. Mechanic’s liens

a. Basis for the right to lien; protecting the right to lien

b. Perfecting the lien; enforcing the lien

c. Defenses to mechanic’s lien claims

B. The owners’ remedies for non-performance

1. Contractual remedies

2. Statutory framework for residential construction defect disputes

C. Limitations on actions against design professionals, and procedures prior to making claims

D. Resolution of disputes: e-discovery; mediation; arbitration; litigation

V. Avoiding Immigration Regulations’ Fines and Sanctions

A. Employer obligations and potential liability

1. Verify and document employee’s authorization to work in the U.S.

2. Specific immigration forms required for each employee

3. Response to SSN no match or mismatch letters

4. Independent contractors

B. Record keeping: what to retain, how long to keep it, when to get rid of it

Forms: I-9; H-1B public access files; the paperless process

C. What triggers an investigation from Immigration & Customs Enforcement (ICE) and how to handle it when it happens

Sterling Education Services may alter the agenda due to circumstances beyond our control.