

46TH ANNUAL WILLIAM W. GIBSON, JR.
MORTGAGE LENDING INSTITUTE



DALLAS
October 4–5, 2012
Belo Mansion

AUSTIN
October 25–26, 2012
Four Seasons Hotel

▶ Video Replay **HOUSTON**
November 29–30, 2012
Norris Conference
Center - CityCentre

Earn up to 12.75 Hours of Credit Including 2.00 Hours of Ethics Credit
Specialization Credit Approved for Real Estate Law and Consumer Law

Come a day early for the Wednesday

**2012 BERNARD O. DOW
LEASING INSTITUTE**

DALLAS
October 3, 2012
Belo Mansion

AUSTIN
October 24, 2012
Four Seasons Hotel

Earn up to 8.00 Hours of Credit Including 1.00 Hour of Ethics Credit
Specialization Credit Approved for Real Estate Law and Consumer Law

2012 BERNARD O. DOW
LEASING INSTITUTE

October 3, 2012 ▪ Belo Mansion ▪ Dallas, Texas
October 24, 2012 ▪ Four Seasons Hotel ▪ Austin, Texas

Earn up to 8.00 Hours of Credit Including 1.00 Hour of Ethics Credit
Specialization Credit Approved for Real Estate Law and Consumer Law

Available Credit: TREC (up to 9.00 Hours of General Elective MCE) and TDI (up to 10.00 Hours of CE)
TX Appraiser CE Expected

WEDNESDAY MORNING

Presiding Officer:
Robert Harms Bliss, Attorney at Law,
Dallas, TX

8:00 a.m. Registration Opens
Includes continental breakfast.

8:20 a.m. Welcoming Remarks

8:30 a.m. .75 hr

**The Leasing Market in 2012-2013:
Where We Are and Where We Are Going**

An analysis of the occupancy and rental levels and trends in specific office building and industrial markets, together with insights from local real estate brokers into market opportunities and obstacles.

IN DALLAS
Brooke Armstrong, Jones Lang LaSalle Americas, Inc.,
Dallas, TX
Jeff Staubach, Jones Lang LaSalle Americas, Inc.,
Dallas, TX

IN AUSTIN
Ronnie Deyo, Jones Lang LaSalle Americas, Inc.,
Houston, TX
Diana Holford, Jones Lang LaSalle Americas, Inc.,
Austin, TX
Jeff Pace, Jones Lang LaSalle Americas, Inc.,
Austin, TX

9:15 a.m. .33 hr

**You Can't Just Store It, Build It and Ship It:
Peculiar Issues with Industrial and Warehouse
Leases**

Learn about some peculiar, nitty gritty issues in industrial and warehouse leases. The discussion explores situations that commonly occur with industrial leasing and provides practical drafting ideas.

IN DALLAS
Travis J. Siebeneicher, Fulbright & Jaworski L.L.P.,
Austin, TX

IN AUSTIN
Amy M. Mitchell, Fulbright & Jaworski L.L.P.,
Austin, TX

9:35 a.m. .50 hr

**Gotchas: Traps in Retail Leasing for the
Unwary or Uninitiated**

A look at common clauses in retail leases that can come back to bite a landlord or tenant.

K. Gregory Erwin, Winstead PC, Houston, TX

10:05 a.m. .50 hr

On-Campus Medical Office Ground Leases

A discussion of the special issues encountered when leasing premises located on a hospital campus for development of a medical office building.

Philip D. Weller, DLA Piper US LLP, Dallas, TX

10:35 a.m. Break

10:50 a.m. .67 hr

Avoiding Mix-Ups in Mixed Use Leases

The trend toward new urbanism in city planning has led to a boom in mixed use developments. Careful considerations must be given to leases in mixed use developments to ensure that the costs associated with the development are fairly allocated and that the constituents of the development are able to co-exist in a harmonious manner. This session provides insight into the unique issues surrounding mixed use leases.

T. Andrew Dow, Winstead PC, Dallas, TX

11:30 a.m. .67 hr

**Office Building Space Build-Outs and
Upgrades: Construction and Work Letters**

The why, what, who, how and when of constructing tenant improvements.

Kurt Nondorf, Jackson Walker L.L.P., Houston, TX

12:10 p.m. Break for Buffet Lunch

Included in conference registration fee.

WEDNESDAY AFTERNOON

Presiding Officer:
Aaron Johnston Jr., The Johnston Law
Firm PLLC, Dallas, TX

LUNCHEON PRESENTATION

12:30 p.m. .75 hr ethics

**The Theory and Practice of Negotiating
Leases and Other Transactions**

A presentation of negotiation concepts and strategies focused on leasing transactions with an emphasis on getting beyond mere haggling over terms to a focus on integrative outcomes to benefit all parties.

Douglas R. Dierking, University of Texas McCombs
School of Business, Austin, TX

1:15 p.m. Break

1:30 p.m. .67 hr

**Office Lease Negotiations in a Tight Market:
Challenges Faced by Landlords and Tenants**

Occupancy rates are high and rental rates are on the rise for Class A product. Quality office space is in short supply in many submarkets. Explore some of the issues faced by landlords and tenants in structuring new leases and exercising renewal options. Topics include preferred timing for negotiating a new lease and renewal option; juggling expiration dates for soon-to-be former tenants with the desired commencement dates for new tenants (double-rent situations, holdover, risk of completion of construction); pending changes in ownership of buildings; form of document in renewal (e.g. amendment to existing lease vs. new lease document); relocation rights; encumbrances; and balancing various tenants' needs and rights.

IN DALLAS
Candace S. Baggett, The Calibre Group, Inc.,
Houston, TX
Michelle Wogan, TRANSWESTERN, Houston, TX

IN AUSTIN
Candace S. Baggett, The Calibre Group, Inc.,
Houston, TX
Ronnie T. Martin, Colvill Office Properties,
Houston, TX

2:10 p.m. .33 hr

Affirmation of Leases after Foreclosure

Foreclosure of a senior encumbrance on real property (such as a first lien deed of trust) extinguishes a junior encumbrance (such as a lease entered into after the date of the senior encumbrance). However, the post-foreclosure conduct of the buyer at the foreclosure sale and the tenant may create, by implication, a new lease between the buyer and the tenant based upon the terms of the extinguished lease. Just as beauty is in the eye of the beholder, conduct creating lease affirmation has many facets.

Robert Harms Bliss, Attorney at Law, Dallas, TX

2:30 p.m. .50 hr

Things You Wish You Had Done before Foreclosure after Foreclosure: Subordination and Non-Disturbance Agreements

A brief look at the role of SNDAs in determining the priority of lenders' and tenants' interests as well as common drafting and negotiation considerations.

Justin V. Switzer, John S. Moody, Jr., PLLC, Houston, TX

3:00 p.m. .50 hr

Options and Preferential Rights: Expansion, Relocation, First Refusal and First Offer

How to grant reasonable preferential rights to appropriate tenants while avoiding the far too common and potentially costly battle of conflicting obligations.

Kent Newsome, Greenberg Traurig, LLP, Houston, TX

3:30 p.m. Break

3:45 p.m. .50 hr

Drafting Functional Maintenance, Repair, Casualty and Insurance Provisions for Different Types of Commercial Leases

This presentation examines the legal rules governing a commercial landlord's and tenant's respective rights and obligations—when the lease is silent—to make and pay for routine repairs and maintenance and to insure against, pay for and rebuild after catastrophic damage. It considers the differing practical concerns of retail, office and industrial landlords and tenants within single tenant, multi-tenant and multi-use developments. And it offers a tool kit of drafting suggestions and sample forms to fix some of the defects in the repair, casualty and insurance provisions in different types of commercial leases.

Thomas M. Whelan, McGuire, Craddock & Strother, P.C., Dallas, TX

4:15 p.m. .50 hr

Using the Other Party's Liability Insurance: Additional Insured Endorsements, Contractual Liability Provisions and Insurance Certificates

An analysis of lease drafting techniques available to landlords and tenants for utilizing the other party's liability insurance coverage to cover indemnity provisions and for evidencing that insurance coverage exists.

Aaron Johnston Jr., The Johnston Law Firm PLLC, Dallas, TX

4:45 p.m. .33 hr including .25 hr ethics

Pro Bono Opportunities

Discussion of the ongoing need for attorneys to lend a helping hand to those who cannot afford legal services through pro bono participation. Find out how you can volunteer and gain experience while strengthening community and helping others.

Frances Leos Martinez, Texas C-BAR, Austin, TX

5:05 p.m. .50 hr

Leasing Case Law Update

A review of recent cases related to landlord and tenant issues.

David A. Weatherbie, Cramer Weatherbie Richardson Walker LLP, Dallas, TX

5:35 p.m. Adjourn

LEASING INSTITUTE FACULTY

BROOKE ARMSTRONG
Jones Lang LaSalle Americas, Inc.
Dallas, TX

K. GREGORY ERWIN
Winstead PC
Houston, TX

KENT NEWSOME
Greenberg Traurig, LLP
Houston, TX

DAVID A. WEATHERBIE
Cramer Weatherbie Richardson
Walker LLP
Dallas, TX

CANDACE S. BAGGETT
The Calibre Group, Inc.
Houston, TX

DIANA HOLFORD
Jones Lang LaSalle Americas, Inc.
Austin, TX

KURT NONDORF
Jackson Walker L.L.P.
Houston, TX

PHILIP D. WELLER
DLA Piper US LLP
Dallas, TX

ROBERT HARMS BLISS
Attorney at Law
Dallas, TX

AARON JOHNSTON JR.
The Johnston Law Firm PLLC
Dallas, TX

JEFF PACE
Jones Lang LaSalle Americas, Inc.
Austin, TX

THOMAS M. WHELAN
McGuire, Craddock & Strother, P.C.
Dallas, TX

RONNIE DEYO
Jones Lang LaSalle Americas, Inc.
Houston, TX

RONNIE T. MARTIN
Colvill Office Properties
Houston, TX

TRAVIS J. SIEBENEICHER
Fulbright & Jaworski L.L.P.
Austin, TX

MICHELLE WOGAN
TRANSWESTERN
Houston, TX

DOUGLAS R. DIERKING
University of Texas McCombs School of
Business
Austin, TX

FRANCES LEOS MARTINEZ
Texas C-BAR
Austin, TX

JEFF STAUBACH
Jones Lang LaSalle Americas, Inc.
Dallas, TX

T. ANDREW DOW
Winstead PC
Dallas, TX

AMY M. MITCHELL
Fulbright & Jaworski L.L.P.
Austin, TX

JUSTIN V. SWITZER
John S. Moody, Jr., PLLC
Houston, TX

46TH ANNUAL WILLIAM W. GIBSON, JR.
MORTGAGE LENDING INSTITUTE

October 4–5, 2012 ▪ Belo Mansion ▪ Dallas, Texas
October 25–26, 2012 ▪ Four Seasons Hotel ▪ Austin, Texas

▶ Video Replay November 29–30, 2012 ▪ Norris Conference Center – CityCentre ▪ Houston, Texas

Earn up to 12.75 Hours of Credit Including 2.00 Hours of Ethics Credit
Specialization Credit Approved for Real Estate Law and Consumer Law

Available Credit: TREC (up to 9.00 Hours of General Elective MCE) and TDI (up to 10.00 Hours of CE)
TX Appraiser CE Expected

THURSDAY MORNING

Presiding Officer:

IN DALLAS: David W. Tomek, David Tomek PLLC, Dallas, TX

IN AUSTIN: David A. Weatherbie, Cramer Weatherbie Richardson Walker LLP, Dallas, TX

8:00 a.m. Registration Opens
Includes continental breakfast.

8:50 a.m. Welcoming Remarks

9:00 a.m. .75 hr including .25 hr ethics

Case Law Update, Part I

A selection of cases covering a number of topics related to mortgage lending and real estate including foreclosures, loan agreements, guaranties, leases, conveyances and more.

David A. Weatherbie, Cramer Weatherbie Richardson Walker LLP, Dallas, TX

9:45 a.m. .50 hr

What We Really Meant to Say

Revising the Texas Assignment of Rents in light of Chapter 64 of the Texas Property Code.

Lorin Williams Combs, Winstead PC, Dallas, TX
Jeffrey W. Matthews, Winstead PC, Dallas, TX

10:15 a.m. Break

10:30 a.m. .75 hr

Negotiating Non-Recourse Carve-Outs in Light of Recent Court Decisions

Recent court decisions have brought into question whether borrowers and their guarantors can feel comfortable with the language in loan documents that lenders propose when the bargain made by the business parties is for a so-called non-recourse mortgage loan. This presentation reviews the recent cases and proposes language for mortgage loan documents that will remove some of the exposure-prone provisions (sometimes referred to as "gotchas") while at the same time keeping the legitimate protections that lenders need in non-recourse loans.

James H. Wallenstein, Glast, Phillips & Murray, Dallas, TX

11:15 a.m. .75 hr ethics

Professional Duties under Law of Agency: A Comparison of Duties for Lawyers and Brokers

A comparison of the ethical and legal duties of lawyers and brokers to their clients under agency law.

Rick M. Albers, Kuperman, Orr & Albers, P.C., Austin, TX

12:00 p.m. Break for Lunch

IN DALLAS: Networking Lunch at Belo Mansion

IN AUSTIN: Lunch on Your Own

IN HOUSTON: Networking Lunch at Norris Conference Center

THURSDAY AFTERNOON

Presiding Officer

IN DALLAS: Philip D. Weller, DLA Piper US LLP, Dallas, TX

IN AUSTIN: Janna R. Melton, Attorney at Law, Austin, TX

1:15 p.m. .75 hr

Alternative Dispositions of Troubled Loans from the Loan Servicer Perspective

A review of alternatives servicers utilize in dealing with troubled loans including modifications, discounted payoffs, foreclosures, note sales, deeds-in-lieu and other resolutions. Learn how these alternative resolution strategies are evaluated and analyzed by the loan servicer, with an analysis of legal issues bearing upon the same.

Kyle B. Beaty, Winstead PC, Dallas, TX

2:00 p.m. .50 hr

The Loan Sale: Lessons from the Battlefield

War stories from the lender and buyer perspectives: from the process and legal issues involved in selling a loan to what to do with a newly acquired loan.

2:30 p.m. .50 hr

After the Foreclosure: Issues Faced by the Buyer

The buyer at a foreclosure sale takes title "as is." What this means and what issues should be anticipated and addressed, including status of title, challenges by the borrower, condition of the property and third-party rights.

Sara E. Dysart, Attorney at Law, San Antonio, TX

3:00 p.m. Break

3:15 p.m. .50 hr

Protecting the Lender on the Sale of REO

Brief survey of "as is" case law and ideas to protect a lender who is selling property obtained by foreclosure.

Kathryn E. Allen, Graves Dougherty Hearon & Moody, Austin, TX
D. Michael Baucum, Baucum Steed Barker, San Antonio, TX

3:45 p.m. .50 hr

Electronic Contracting: Doing a Deal Deliberately (or Inadvertently) by Email

These days, clients (and attorneys) can inadvertently enter into a binding contract by email. The presentation provides an overview of the Texas Electronic Transactions Act, with highlights of cases interpreting the ETA. It also includes an introduction on the use of a third-party service to facilitate e-contracts—eliminating the need and cost of paper files!

Kevin M. Kerr, Kevin M. Kerr, P.C., Dallas, TX
Matthew M. Sanderson, Looper Reed & McGraw P.C., Dallas, TX

4:15 p.m. .50 hr

Changes and Challenges under CMBS 3.0

This session examines how commercial mortgage backed securities (CMBS) have evolved through the economic crisis and what lenders and borrowers can expect in loans being originated for securitization exit. Underwriting issues and structure enhancements, recent case law impacting guarantors, macroeconomic factors and regulatory limbo provide fodder for discussion.

Patrick C. Sargent, Andrews Kurth LLP, Dallas, TX

4:45 p.m. .50 hr

Financial Covenants for Commercial Real Estate Lending Transactions

Questions and concerns related to financial covenants with drafting suggestions to resolve those document deficiencies that arose during the recent workout cycle.

Niles W. Holmes, Niles Holmes, P.C., Dallas, TX

5:15 p.m. Adourn

FRIDAY MORNING

Presiding Officer:

Brian C. Rider, The University of Texas School of Law, Austin, TX

8:00 a.m. Conference Room Opens

Includes continental breakfast.

9:00 a.m. .75 hr including .25 hr ethics

Case Law Update, Part II

A continuation of the Case Law Update.

David A. Weatherbie, Cramer Weatherbie Richardson Walker LLP, Dallas, TX

9:45 a.m. .67 hr

Sample Debt and Equity Terms for Multi-Family Financing

A survey of terms currently being offered with respect to construction financing and investor equity obtained for new conventional multi-family rental housing developments.

J. Cary Barton, Barton, East & Caldwell, P.L.L.C., San Antonio, TX

10:25 a.m. Break

10:40 a.m. .50 hr

Old as Dirt Meets Jedi Knights: Mutual-Assured Destruction, a Clear Winner, or Both?

A quick survey of tech topics or tools ignored in our loan documents, underutilized on our desktops and about to explode in hands (tablets and smartphones). This session covers tips and resources for taking the tech attack safely to the ground—with a quick view of “where” it is taking us.

Keith H. Mullen, Winstead PC, Dallas, TX

11:10 a.m. .50 hr

The New World of Mortgage Regulation: A Look Back, a Look Around and a Look Forward

This presentation focuses on the substantial rewriting of the Truth in Lending and RESPA regulations by the Consumer Financial Protection Bureau. Regulations regarding underwriting for the consumer’s ability to repay, the new unified loan disclosures and risk retention for loan sales are discussed together with the impact of these changes on the residential loan documentation and closing process.

Barry D. Johnson, SettlePou, Dallas, TX

11:40 a.m. .75 hr

What Do the Attorney General’s and OCC Settlements Mean for Law Firms, Lenders, Mortgage Bankers and Servicers?

An overview of how residential loan originations and mortgage servicing practices are going to dramatically change the “down-in-the-trenches” operations of medium and smaller size law firms, lenders, mortgage bankers and mortgage servicers.

Tommy Bastian, Barrett Daffin Frappier Turner & Engel, LLP, Addison, TX
Chris Alexander Peirson, PeirsonPatterson, LLP, Dallas, TX

12:25 p.m. Break for Buffet Lunch

Included in conference registration fee.

FRIDAY AFTERNOON

Presiding Officer:

Brian C. Rider, The University of Texas School of Law, Austin, TX

LUNCHEON PRESENTATION

12:45 p.m. .75 hr

State of the Real Estate Market

An overview of the current state of the real estate capital markets.

IN DALLAS
Joseph D. Cahoon, The University of Texas McCombs School of Business Real Estate Finance and Investment Center, Austin, TX

IN AUSTIN
Jay C. Hartzell, The University of Texas McCombs School of Business Real Estate Finance and Investment Center, Austin, TX

1:30 p.m. Break

1:45 p.m. .50 hr

Hot Topics

A discussion of recent developments and hot topics in mortgage lending.

Brian C. Rider, The University of Texas School of Law, Austin, TX
Richard L. Spencer, Johnson Deluca Kurisky & Gould, P.C., Houston, TX

2:15 p.m. .50 hr

Alternative Collateral in Real Estate Lending: Wind, Minerals, Water, Development Agreement Payments and More

Alternative collateral can be a hidden gold mine or a trap for the unwary in real estate transactions. Find out more about the myriad types of alternative collateral to look for and ways successfully to handle them in development deals.

2:45 p.m. .50 hr

Dealing with Severed Mineral Interests: The Horses Are out of the Barn—Corral Them, Ride Them, or Be Trampled by Them?

A quick tour from the basics of mineral and water law for service developers and their lawyers and lenders to new issues in mineral rights law including title insurance limitations, Rule 76, pipeline conundrums, drilling ordinances and their limitations, *Lesley v. VLB* and its impact on subdivisions, fracking, and more.

Terry I. Cross, McClure & Cross LLP, Dallas, TX

3:15 p.m. .75 hr ethics

Ethics of Negotiation: Are There Any?

What are the boundaries, borders and gray areas for lawyers involved in negotiations? A fast-paced presentation with points to ponder, hypotheticals to consider and something to smile about.

IN DALLAS
Michael J. Golden, Boulette & Golden L.L.P., Austin, TX
IN AUSTIN
Jason Boulette, Boulette & Golden L.L.P., Austin, TX

4:00 p.m. Adourn

“ The entire program remains the highest quality of any real estate-related seminars. Great program—high-quality speakers. Good program. Learned a great deal; I will be back next year. Outstanding selection of topics and first-rate speakers. Good mix of topics and good forms. A great program. Very interesting topics and speakers. ”

MORTGAGE LENDING INSTITUTE FACULTY

RICK M. ALBERS
Kuperman, Orr & Albers, P.C.
Austin, TX

KATHRYN E. ALLEN
Graves Dougherty Hearon & Moody
Austin, TX

J. CARY BARTON
Barton, East & Caldwell, P.L.L.C.
San Antonio, TX

TOMMY BASTIAN
Barrett Daffin Frappier Turner &
Engel, LLP
Addison, TX

D. MICHAEL BAUCUM
Baucum Steed Barker
San Antonio, TX

KYLE B. BEATY
Winstead PC
Dallas, TX

JASON BOULETTE
Boulette & Golden L.L.P.
Austin, TX

JOSEPH D. CAHOON
The University of Texas McCombs
School of Business Real Estate
Finance and Investment Center
Austin, TX

LORIN WILLIAMS COMBS
Winstead PC
Dallas, TX

TERRY I. CROSS
McClure & Cross LLP
Dallas, TX

SARA E. DYSART
Attorney at Law
San Antonio, TX

MICHAEL J. GOLDEN
Boulette & Golden L.L.P.
Austin, TX

JAY C. HARTZELL
The University of Texas McCombs
School of Business Real Estate
Finance and Investment Center
Austin, TX

NILES W. HOLMES
Niles Holmes, P.C.
Dallas, TX

BARRY D. JOHNSON
SettlePou
Dallas, TX

KEVIN M. KERR
Kevin M. Kerr, P.C.
Dallas, TX

JEFFREY W. MATTHEWS
Winstead PC
Dallas, TX

KEITH H. MULLEN
Winstead PC
Dallas, TX

CHRIS ALEXANDER PEIRSON
PeirsonPatterson, LLP
Dallas, TX

BRIAN C. RIDER
The University of Texas School of Law
Austin, TX

MATTHEW M. SANDERSON
Looper Reed & McGraw, P.C.
Dallas, TX

PATRICK C. SARGENT
Andrews Kurth LLP
Dallas, TX

RICHARD L. SPENCER
Johnson Deluca Kurisky & Gould, P.C.
Houston, TX

JAMES H. WALLENSTEIN
Glast, Phillips & Murray
Dallas, TX

DAVID A. WEATHERBIE
Cramer Weatherbie Richardson
Walker LLP
Dallas, TX

LEASING INSTITUTE AND MORTGAGE LENDING INSTITUTE PLANNING COMMITTEES

ROBERT HARMS BLISS—
LEASING INSTITUTE CO-CHAIR*
Attorney at Law
Dallas, TX

AARON JOHNSTON JR.—
LEASING INSTITUTE CO-CHAIR*
The Johnston Law Firm PLLC
Dallas, TX

BRIAN C. RIDER—
MORTGAGE LENDING CHAIR†
The University of Texas School of Law
Austin, TX

CANDACE S. BAGGETT*
The Calibre Group, Inc.
Houston, TX

J. CARY BARTON*†
Barton, East & Caldwell, P.L.L.C.
San Antonio, TX

TOMMY BASTIAN†
Barrett Daffin Frappier Turner &
Engel, LLP
Addison, TX

T. ANDREW DOW*
Winstead PC
Dallas, TX

K. GREGORY ERWIN*
Winstead PC
Houston, TX

MARTHA HARRIS†
Thompson & Knight LLP
Dallas, TX

NILES W. HOLMES†
Niles Holmes, P.C.
Dallas, TX

ROBERT D. MCTAGGART*
Robert D. McTaggart, P.C.
Dallas, TX

MARILYN C. MALONEY†
Liskow & Lewis
Houston, TX

JANNA R. MELTON*†
Attorney at Law
Austin, TX

JOHN M. NOLAN†
Winstead PC
Dallas, TX

CHRIS ALEXANDER PEIRSON†
PeirsonPatterson, LLP
Dallas, TX

ANN M. SAEGERT†
Haynes and Boone, LLP
Dallas, TX

JANE SNODDY SMITH†
Fulbright & Jaworski L.L.P.
Austin, TX

RICHARD L. SPENCER*†
Johnson Deluca Kurisky & Gould, P.C.
Houston, TX

HARRIET ANNE TABB*
McGuire, Craddock & Strother, P.C.
Dallas, TX

JONATHAN THALHEIMERT†
McGuire, Craddock & Strother, P.C.
Dallas, TX

DAVID W. TOMEK†
David Tomek PLLC
Dallas, TX

MICHELLE M. TURNER*†
The University of Texas School of Law
Austin, TX

ED WALT*
The University of Texas System
Austin, TX

DAVID A. WEATHERBIE*†
Cramer Weatherbie Richardson
Walker LLP
Dallas, TX

PHILIP D. WELLER*†
DLA Piper US LLP
Dallas, TX

THOMAS M. WHELAN*†
McGuire, Craddock & Strother, P.C.
Dallas, TX

*Leasing Institute
†Mortgage Lending

ABOUT THE COVER



Dutch Windmill, 16" x 15.25"
collage on board, is by
Lance Letscher.
Courtesy of dberman gallery,
www.dbermangallery.com

REGISTRATION FORM FOR 2012 LEASING INSTITUTE AND MORTGAGE LENDING INSTITUTE

Register online:
www.utcle.org

or mail your registration form to:
**The University of Texas School
of Law Attn. Registration
P.O. Box 7759, Austin, TX
78713-7759**

or fax to:
512-475-6876

Questions?
Call us at 512-475-6700

PLEASE PRINT CLEARLY

ML12/LI12

Bar Card# _____ TX Other State: _____ N/A

Name [Mr. / Ms.] _____

Firm _____

Address _____

City _____ State _____ Zip _____

Telephone _____ Fax _____

Registrant's Email (required) _____ Assistant's Email (optional) _____

Invoices, confirmations and receipts are emailed to these addresses.

REGISTRATION

LEASING INSTITUTE

Includes Course Binder and Luncheon Presentation

Dallas, October 3, 2012

- Early Registration due by Wednesday, September 26, 2012 \$260
- Registration after Wednesday, September 26, 2012 \$310

Austin, October 24, 2012

- Early Registration due by Wednesday, October 17, 2012 \$260
- Registration after Wednesday, October 17, 2012 \$310

Leasing Institute Registration Total \$ _____

MORTGAGE LENDING INSTITUTE

Includes Course Binder and Friday Luncheon Presentation

Dallas, October 4-5, 2012 — Includes Thursday Networking Lunch

- Early Registration due by Wednesday, September 26, 2012 \$535
- Registration after Wednesday, September 26, 2012 \$585

Austin, October 25-26, 2012

- Early Registration due by Wednesday, October 17, 2012 \$535
- Registration after Wednesday, October 17, 2012 \$585

Video Replay, Houston, November 29-30, 2012 — Includes Thursday Networking Lunch

- Early Registration due by Monday, November 19, 2012 \$435
- Registration after Monday, November 19, 2012 \$485

Mortgage Lending Institute Registration Total \$ _____

SAVE \$100 WHEN YOU REGISTER FOR BOTH LEASING INSTITUTE AND MORTGAGE LENDING INSTITUTE (-\$100) \$ _____

REGISTRATION TOTAL \$ _____

PUBLICATIONS AND MEDIA *Allow 3-5 weeks after the Austin conference date for delivery.*

LEASING INSTITUTE

- Course Binder WITHOUT Conference Registration \$150
Note: Conference Registration includes Course Binder
- Audio MP3 Speeches on CD \$85
- Audio CD Set \$125
- eBinder on CD (PDF format) \$150/\$50
(\$150 purchased alone, \$50 with Registration or purchase of Course Binder or Audio MP3 Speeches on CD or Audio CD Set)

Leasing Institute Publications and Media Total \$ _____

MORTGAGE LENDING INSTITUTE

- Course Binder WITHOUT Conference Registration \$250
Note: Conference Registration includes Course Binder
- Audio MP3 Speeches on CD \$140
- Audio CD Set \$210
- eBinder on CD (PDF format) \$250/\$50
(\$250 purchased alone, \$50 with Registration or purchase of Course Binder or Audio MP3 Speeches on CD or Audio CD Set)

Mortgage Lending Institute Publications and Media Total \$ _____

PUBLICATIONS AND MEDIA TOTAL \$ _____

IN-HOUSE CLE: *Bring the conference in-house and learn at your convenience. Approved for Texas MCLE credit. Allow 3-5 weeks after the Austin conference date for delivery.*

LEASING INSTITUTE

- In-House CLE for 2 \$500
Includes Audio CD Set and Course Binders
- ___ Add participants (includes Course Binder) for \$150 each \$ _____

Leasing Institute In-House CLE Total \$ _____

MORTGAGE LENDING INSTITUTE

- In-House CLE for 2 \$850
Includes Audio CD Set and Course Binders
- ___ Add participants (includes Course Binder) for \$250 each \$ _____

Mortgage Lending Institute In-House CLE Total \$ _____

IN-HOUSE CLE TOTAL \$ _____

ORDER GRAND TOTAL \$ _____

METHOD OF PAYMENT

- Check (make checks payable to: The University of Texas at Austin) or VISA or MasterCard (sorry, no AMEX or Discover)

Card number - - -

/
Exp. Date (mm/yy)

X _____
Authorized Signature

Email us at
service@utcle.org

or call us at
512-475-6700

or go to
www.utcle.org
for more information

DALLAS

OCTOBER 3, 4-5, 2012

CONFERENCE LOCATION



Belo Mansion
2101 Ross Avenue
Dallas, TX 75201
214-220-0239

Self-Parking:

\$4 per day for Dallas Bar members;
\$10 per day for non-Dallas Bar members

KEY DATES

September 26, 2012

last day for early registration
add \$50 for registrations
received after this time

September 28, 2012

last day for full refund

October 1, 2012

last day for partial refund
\$50 processing fee applied

October 3, 2012, 8:20 a.m.

Leasing Institute begins

October 4, 2012, 8:50 a.m.

Mortgage Lending Institute begins

AUSTIN

OCTOBER 24, 25-26, 2012

CONFERENCE LOCATION



Four Seasons Hotel
98 San Jacinto Blvd.
Austin, TX 78701
512-685-8100

Special Room Rate: \$245

good through September 23, 2012
(subject to availability)

Parking:

Valet \$16 day of event, \$32.50 overnight;
Limited self-parking \$14 day of event

KEY DATES

October 17, 2012

last day for early registration
add \$50 for registrations
received after this time

October 19, 2012

last day for full refund

October 22, 2012

last day for partial refund
\$50 processing fee applied

October 24, 2012, 8:20 a.m.

Leasing Institute begins

October 25, 2012, 8:50 a.m.

Mortgage Lending Institute begins

HOUSTON

NOVEMBER 29-30, 2012

VIDEO REPLAY LOCATION

Norris Conference Center - CityCentre

803 Town & Country Blvd.
Houston, TX 77024
713-590-0950

Self-Parking: Complimentary

KEY DATES

November 19, 2012

last day for early registration
add \$50 for registrations
received after this time

November 21, 2012

last day for full refund

November 26, 2012

last day for partial refund
\$50 processing fee applied

November 29, 2012, 8:50 a.m.

Mortgage Lending Video Replay begins

**M
C
L
E**

The Leasing Institute has been approved for Minimum Continuing Legal Education credit by the State Bar of Texas Committee on MCLE in the amount of 8.00 hours, of which 1.00 credit hour will apply to legal ethics/professional responsibility credit. The University of Texas School of Law is a State Bar of California approved MCLE provider (#1944), and an Oklahoma Bar Association MCLE presumptively-approved provider (#169).

**M
C
L
E**

The Mortgage Lending Institute has been approved for Minimum Continuing Legal Education credit by the State Bar of Texas Committee on MCLE in the amount of 12.75 hours, of which 2.00 credit hours will apply to legal ethics/professional responsibility credit. The University of Texas School of Law is a State Bar of California approved MCLE provider (#1944), and an Oklahoma Bar Association MCLE presumptively-approved provider (#169).