

Developing a Real Estate Practice

Thursday, June 25 2015 • 5:30 p.m.–7:30 p.m.

Andiamo's • 6676 Telegraph Rd • Bloomfield Twp.

What does it take to build a real estate practice? How do you tap into this market? What do you need to know to represent a client selling a home? Renting a home? Leasing a home?

What matters to the judge who hears your case when there's a housing dispute? Come to this seminar and find out. What are you missing? What are you waiting for? Build your practice now!

P #: _____

Cost Pre-Register by June 23, 2015

Includes appetizers and dinner. There is a cash bar.

<input type="checkbox"/> Solo & Small Firm Section Members	\$45
<input type="checkbox"/> Non-Section Members.....	\$50
<input type="checkbox"/> Law Students.....	\$40

After June 23 you will need to register on site.
On site cost is \$50.

Questions

Contact Elizabeth Silverman at (248) 538-1177 or elizabeth@elizabethsilverman.com.

Register in one of three ways:

Online at <http://e.michbar.org>

Mail your completed registration form to:

State Bar of Michigan, Attn: Seminar Registration
306 Townsend Street, Lansing, MI 48933

Fax the completed form (only if paying by debit/credit card) to: Attn: Seminar Registration at (517) 372-5921

E-mail Address: _____

Enclosed is check # _____ for \$ _____

Please make check payable to: STATE BAR OF MICHIGAN

Please bill my: Visa MasterCard for \$ _____

Debit/Credit Card #: _____

Expiration Date: _____

Please print name as it appears on debit/credit card:

Authorized Signature: _____

Cancellation Policy: The registration fee for this event is forfeited if attendance is cancelled. Registrants who cancel will not receive seminar materials. As a courtesy to the planners, written notice of your intent not to attend is appreciated. That notice can be made by e-mail (tbellinger@mail.michbar.org), fax (517-372-5921 ATTN: Tina Bellinger), or by U.S. mail (306 Townsend St., Lansing, MI 48933 ATTN: Tina Bellinger.)

Developing a Real Estate Practice**Thursday, June 25, 2015 • 5:30 p.m.–7:30 p.m.****Andiamo's • 6676 Telegraph Rd • Bloomfield Twp.**

What does it take to build a real estate practice? How do you tap into this market? What do you need to know to represent a client selling a home? Renting a home? Leasing a home?

What matters to the judge who hears your case when there's a housing dispute? Come to this seminar and find out. What are you missing? What are you waiting for? Build your practice now!

**Judge Deborah Geraldine Bledsoe Ford**

Judge Bledsoe Ford has served on the 36th District Court since 2004. Her legal career has included positions with the Juvenile Defender's Office, city of Detroit Law Department, clerk to federal Judge Julian Cook at the U.S. District Court, and private practice as a trial lawyer. Judge Bledsoe Ford is a 1981 graduate of the Boston College School of Law. She holds two master's degrees from the University of Michigan and a bachelor's degree from Spelman College in Atlanta. Judge Ford is the daughter of the late Geraldine Bledsoe Ford, the first African-American female judge in Michigan (1966) and one of the first women judges in the country.

**R. Bradley Lambert**

R. Bradley Lambert has been representing real estate clients since 1982. His representation has included the sale and acquisition of residential and commercial real estate projects valued up to \$5 million to \$89 million and acquisition of Joe Louis Arena by the current owner of the Detroit Red Wings. He founded the firm Lambert & Lambert PLC in 1992. Brad has been named a Top Lawyer in Business Law and Real Estate by DBusiness Top Lawyers. He has received the highest AV Preeminent Peer Review Rating from Martindale Hubbell Peer Review Ratings. He is the author of "Navigating the Seller Disclosure Act" 2010 MI RPR, Winter 2010, 167.

**Justin L. Smith**

Justin L. Smith, Esq. is a graduate of the University of Detroit School of Law (1994). Since 2004, his firm has developed a practice focused on landlord representation. His firm has represented more publically-funded housing management organizations than any other law firm in Michigan. In addition to HUD-funded landlords, his firm represents thousands of investment property owners and managers including expansive housing communities, international investment asset portfolio managers, large and small property management companies, and "mom-and-pop" landlords with only one rental property. His marketing strategies were featured in DBusiness Magazine alongside the notable law firms of Jeffrey Feiger, Sam Bernstein, Joumana Kayrouz and Mike Morse.