

REGISTRATION

MORTGAGEE SALES

LIVE WEBINAR – Tuesday 21 May : 11am-12pm, Your Computer

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DATE & LOCATION			
LIVE WEBINAR	21 May	11am-12pm	Your Computer
WEBINAR REGISTRATIONS CLOSE 3pm Monday 20 May			
PLEASE NOTE: To ensure you receive your hard copy book in advance of the webinar you must register at least 10 working days before the webinar date.			

- To participate in the webinar you will need:**
- A broadband connection
 - Headphones to plug into your computer or external speakers
 - Up to date operating system and web browser – see: <https://bit.ly/2BMEaE> for more information
 - For help, contact cle@lawyerseducation.co.nz or 0800 333 111

REGISTER

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***BOOK**

Books are available in Hard Copy, PDF or Both. Please indicate your choice on the registration form overleaf.

- **Hard Copy**
Your book will be posted to you prior to the webinar.
- **PDF**
You will be emailed a PDF copy of the book 3 working days before the event.
- **Both Hard Copy & PDF**
You will be emailed a PDF copy of the book 3 working days before the event and will be posted to you prior to the webinar (see above).

CANCELLATION AND REFUND POLICY

Since the webinar is available to registrants as an archive after the live presentation, there is no cancellation – we just transfer your user status as a registrant from the live presentation to a purchaser of the webinar package of recorded webinar, PowerPoints and booklet.



NZLS CLE Ltd
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WEBINAR

MORTGAGEE SALES

May 2019

IN THIS WEBINAR

- *The rules governing mortgagee sales*
- *Options for selling a distressed property*
- *Guidance on how best to run a sales process*
- *Dealing with competing interests*
- *Developments in case law since the global financial crisis*

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MORTGAGEE SALES

A buoyant economy has seen mortgagee sales activity reduce over the last few years. However, pressure in some parts of the economy means that the number of mortgagee sales is starting to increase. With the possibility of the economy softening, practitioners need to be prepared to deal with a further increase in mortgagee sales activities.

Knowing how to effectively manage mortgagee sales is essential for achieving positive results for clients. This webinar will help you guide your client to the best possible realisation outcome.

OUTLINE

This webinar will cover the rules underpinning the mortgagee sales process. It will also provide guidance on how best to run a sales process and deal with competing interests.

Topics covered will include:

- Forms of notice
- Service
- Common sale traps including creditor's claims
- Dealing with caveats and other interests
- Duty of care
- Mortgagee in possession
- Sales by a second mortgagee.

LEARNING OBJECTIVES

After this webinar you will be able to:

- Understand the relative strength of the other creditor's claims.
- Be able to advise clients on issues impacting the sale and purchase of a mortgaged property.

WHO SHOULD ATTEND

Commercial and property lawyers who from time to time deal with mortgagee sales.

MATERIALS

A background book written by the presenter is available in hard copy, PDF, or both. Please indicate your choice upon registration.

FEE (Incl GST)

\$91 NZLS members/associates; \$121 non-members.

FORMAT

Via the internet, you will see and hear the presenter, see the PowerPoint slides and be able to type in questions.

- You will be emailed a link to the webinar one week in advance, and receive a reminder the day before.
- You will be able to submit questions in advance.

On the day

- 10 minutes before the start time, click your link to join the webinar – ensure your sound is turned on.
- Phone 0800 333 111 for help.

CPD – Attendance at the live webinar

- You will be emailed a certificate of attendance after the webinar for CPD verification.
- You can watch the presentation again, as many times as you wish for no additional cost.

Registration but non-attendance on the day

- Under the CPD Scheme only those who attend a live webinar are eligible to claim CPD hours. You can still however watch the archived recording.

PRESENTER



Mark Hopkinson, Glaister Ennor, Auckland

Mark is a partner in Glaister Ennor's commercial team. He has over 25 years' experience in general commercial practice, specialising in financial services, financing and recoveries. Mark has for a number of years acted for various lenders, both in terms of making loans, and recovering them. He also provides specialist mortgagee sales advice to law firms around the country. Mark's focus in providing this advice is to assist in formulating the optimal recovery strategy.