



The Law Office of Kevin F. Jursinski & Associates is one of Southwest Florida's premier Real Estate, Business and Construction Law firms. Our attorneys provide presentations on Real Estate, Business and Construction related matters to various organizations in Southwest Florida. Those topics include:

1. **Asset Protection for Florida Residents:** This seminar addresses the various available and statutorily identified investments vehicles which can be utilized to preserve and protect assets as Florida residents, including Homestead, 529 plans, 401(k) plans, annuities and the like.
2. **Strategic Mortgage Defaults:** This is an extremely well received program that has helped hundreds of commercial and residential property owners engage in positive and proactive resolutions to mortgage related issues. This seminar is presented by Kevin F. Jursinski creator of the Deed in Reduction<sup>®</sup> program who is a published author with an article published in the Florida Bar Journal and Gulf Coast Business Review on this very subject.
3. **Commercial Lease Seminar\*:** This seminar is generally presented to large groups of commercial property managers and commercial property owners addressing various and sundry topics relating to ownership and management of commercial rental properties.
4. **Construction Lien Issues:** This seminar has been taught by Kevin F. Jursinski as a continuing education course for general contractors seeking to obtain or maintain certification for their contracting license in the State of Florida. The seminar will enhance real estate professionals, contractors and subcontractors' knowledge on construction lien law, which is widely recognized as the most difficult statute in Florida.
5. **FAR/BAR Approved Residential Real Estate Contracts:** This seminar covers how a Real Estate Agent can utilize this contract and the latest changes in the FAR/BAR merged residential contract. Every Real Estate Agent in Florida should be aware of the changes to this contract, which is the most widely used contract in Florida Real Estate.
6. **FAR/BAR vs. NABOR Real Estate Contracts:** This seminar will provide you with an overview of the key points in the FARBAR (Florida Associate of Realtors and Florida Bar Association) Contract and the NABOR (Naples Area Board of Realtors) Contract and the important differences between the two.
7. **Real Estate Fraud & Securities Seminar:** This seminar focuses on the fraudulent mortgages, sales and investment swindles. This includes recent real estate sales trends and the danger signs and remedies of Stolen Identity "shadow buyers"; second mortgages masquerading as "Reverse Mortgages" combined with annuities; and fraudulent "high rates of return" on real estate notes secured by "Deeds of Trust".
8. **The importance of Title Insurance when Buying Real Estate:** This seminar outlines the key points and pitfalls when dealing with title insurance as it relates to real estate transactions. We discuss how important clear and marketable title is for any transaction, specifically distressed properties. We also focus on the costs, who to purchase title insurance from, and what is at risk if you don't have proper title to your property.
9. **Incorporating your Business - What you need to know NOW:** This seminar focuses on the business before the business. New rules are in effect in Florida regarding how individuals and groups can incorporate businesses. We discuss the benefits of forming LLCs, LLPs, Land Trusts, etc. and outline some of the consequences if you don't.
10. **Property Damage Insurance Claims:** This seminar focuses on several aspects of property damage including ways to protect yourself against it, what to do if you suffer from it and how to deal with your insurance company regarding the claim. This seminar also incorporates information on how to protect yourself if you think you have fallen victim to defective construction work.
11. **Real Estate Licensee Representation:** This seminar identifies the most common issues for professional and administrative liability for real estate professionals, and the strategies to avoid related lawsuits.
12. **Tax Certificate Sales and Acquisitions:** This program outlines the process and procedure for acquiring tax certificates and ultimately tax deeds. This is an outstanding opportunity for investors to have the opportunity to obtain a secured return on their investment and possibly also have a benefit of being in a position to acquire property at a tax deed sale for far less than market value.

Our presentations can be given at your location or at the Law Office of Kevin F. Jursinski & Associates. Each seminar runs approximately 30-45 minutes, exclusive of a question and answer period. \*The Commercial Lease seminar runs two (2) hours.

**Please contact us to schedule a presentation: (239) 337-1147.**