

# Property Law

## *Your* Training Guide

May – October 2018

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o 329 sq m (3,541 sq ft)

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# Your Property Law Training Guide

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With the second mandatory year of the SRA continuing competence regime already at its midway point, solicitors around England and Wales are **finalising their training for the second half** to ensure their learning and development needs are **addressed by 31 October**.

To support you in developing your professional competence, **Central Law Training** organises **over 650 courses and 200 webinars each year** covering a wide variety of practice areas developed with the four SRA competencies in mind.

With experience of working closely with firms of all sizes, corporates and public bodies, we are the **perfect partner to help you maximise your training budget** and ensure you and your firm receive the training that you need.

## A Key to Your Training Guide

To help you identify the right training for you, each course is tagged with the SRA competency area(s) that it covers, the training duration and level.

SRA Competences	Length of training and prices
<b>A</b> Ethics, professionalism and judgement	<b>3</b> <b>3 hour course</b> £105 + VAT Package price £120 + VAT CLT Members / £240 + VAT Non-members
<b>B</b> Technical legal practice	<b>5</b> <b>5 hour course</b> £175 + VAT Package price £240 + VAT CLT Members / £480 + VAT Non-members
<b>C</b> Working with other people	<b>6</b> <b>6 hour course</b> £210 + VAT Package price £240 + VAT CLT Members / £480 + VAT Non-members
<b>D</b> Managing themselves and their own work	<b>12</b> <b>2 day course</b> £420 + VAT Package price £480 + VAT CLT Members / £960 + VAT Non-members
	<b>5</b> <b>5 hour Masterclass</b> £175 + VAT Package price £300 + VAT CLT Members / £600 + VAT Non-members
	<b>6</b> <b>6 hour Masterclass</b> £210 + VAT Package price £300 + VAT CLT Members / £600 + VAT Non-members
	<b>W</b> <b>Webinars are 1 hour</b> £35 + VAT Package price £60 + VAT CLT Members / £120 + VAT Non-members

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**HOT TOPIC**

## Boundary Disputes: A Practical Approach **NEW**

6 B

Intermediate

Hannah Mackinlay

Disputes over boundaries can arise on many transactions, whether a residential purchase or a commercial development. Often the lawyer is asked to advise on the extent of the property on the basis of poor or non-existent plans.

This course will identify the key factors determining the position of a boundary and some practical approaches to solving problems.

Topics covered will include:

- Introduction and context: neighbour disputes, commercial disputes, ransom issues
- Sources of information on boundaries
  - HMLR, Ordnance Survey, pre-registration deeds, aerial photos
- Types of dispute
  - Things going onto adjoining land: trees, roots, drains, structures
  - Things interfering with adjoining land: noise, limitations on light
  - Breach of legal rights
- Remedies and limitations
  - Tort: nuisance, trespass, negligence
  - Contractual: enforcement of covenants and restrictions
  - Statutory powers: statutory undertakers powers, local authority powers, Access to Neighbouring Land Act, Party Walls, Land Registry powers
  - Injunction or damages only

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London 3 Sep  
Birmingham 10 Oct

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**HOT TOPIC**

## Investment Property Sales and Purchases **NEW**

3 B

Intermediate

Peta Dollar and Sarah Thompson-Copsey

Investors in property are focused on the rental stream, how secure it is and its potential for growth. This leads to the concept of the institutionally-acceptable lease.

The speakers share their extensive practical experience of the traps and pitfalls that make a difference to your client investor, whether you are acting for seller or buyer.

This half day course will cover:

- Buying an income stream, FRI and the institutionally-acceptable lease
- The concept of yields
- Workshop looking at lease issues from the point of view of the investor client, including AGAs, rent review provisions, tenant break options, alterations, user, guarantees, repair, insurance, service charges, forfeiture, 54 Act renewals
- Issues on contract, including landlord's consent where the seller is itself a tenant
- VAT (TOGCs)
- Issues when buying or selling at auction

This course is aimed at all commercial property practitioners with a good basic knowledge of property law whose clients deal in investment property and who want to add value.

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London 26 Jun pm

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## Acting for Developers Buying Land

6 B C

Intermediate

Peta Dollar and Sarah Thompson-Copsey

This course is aimed at all property practitioners (whether commercial or residential) whose clients buy land to develop. The term 'developer' includes not only the buyer of several acres but also the purchase of a small plot for one building. Any client buying with the benefit of unimplemented planning permission or looking to apply for planning permission is a 'developer'.

Your client is looking to you to help him realise development value so it is important you are aware of the existing title (and other) issues which may impact on value as well as being able to negotiate those which are required for the developed land.

Using worked examples and case studies the speakers will provide guidance to enable you to recognise the issues which are material to your client and reach completion with a set of documents which properly record the parties' intentions.

This course will include dealing with existing restrictive covenants, easements and other third party rights, boundary issues, ransom strips, site not directly abutting public highway, conditional contracts and options, especially planning issues, overage, and S106 and CIL issues.

It is envisaged that delegates will have a good basic knowledge of property law.

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London 11 Oct

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## Property Development: Practical Problems **NEW**

6 B

Intermediate

Hannah Mackinlay

Buying a site to develop involves much more than the usual conveyancing procedures, and this course looks at the common non-title issues that are vital if you are going to deal with this work successfully. With a number of practical examples, exercises and puzzles to solve, you will be able to deal with such matters with confidence.

- The Big Picture – communication and reporting issues
- Let's get physical – what's on the ground? Unexpected SDLT consequences
- Plans, site surveys and gaps
- Searches – reading between the lines
- Environmental – more to it than a 'search'
- SDLT planning points
- Planning, S.106, CIL, conditions, open spaces
- Highway access, vision splays, and related issues
- Rights of way/services, s.62 and easements points

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London 21 May, 13 Sep  
Birmingham 24 Sep

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## Charity Land Transactions

3 B

Advanced

Jane Lonergan

This course looks at the particular requirements which apply to land transactions of charities, whether on acquisition, mortgage or disposal. There is a range of statutory obligations and many other possible constraints. It is suitable for all who advise charities or the parties who deal with them.

The course covers the Charities Acts of 1993 and 2006 and the new consolidating legislation in the Charities Act 2011 and will look at:

- Charities – introduction for property lawyers
- Disposals by a charity and ss.117
- Mortgages by a charity and ss.55, 124 – 126 Charities Act 2011
- Acquisitions by a charity
- Commercial leases generally and specific issues for charities
- Official custodian for charities – s.122 certificates
- Some common issues, including title issues

*Very knowledgeable presenter.  
Very engaging seminar*

London

18 Jun pm, 3 Oct pm

## Renewables Law Conference 2018

11 October  
London

### WHY ATTEND?

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**BEST SELLER**

## Commercial Property: Introduction to Law and Practice; Day 1

**6 B**

Foundation

Hannah Mackinlay

This course is the first day of a two day series designed for fee earners with little or no knowledge of commercial property law. The days can be attended separately or as a series. This comprehensive programme aims to provide a firm grounding in the essential law and practice in this field.

Day One of the course will focus on:

- Explaining the jargon
- The big picture
- Explaining the 'players' involved in a commercial property matter
- Introduction to basic land law
- A brief overview of leasehold law
- An outline of basic conveyancing procedures
- Sale and purchase of commercial property
- Planning and other statutory requirements

*Two very interesting, helpful days. Covered all necessary areas and presented extremely well by Hannah Mackinlay*

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**London**18 Sep

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## Commercial Property: Introduction to Law and Practice; Day 2

**6 B**

Foundation

Hannah Mackinlay

This course is the second day of a two day series designed for fee earners with little or no knowledge of commercial property law. The days can be attended separately or as a series. This comprehensive programme aims to provide a firm grounding in the essential law and practice in this field.

Day Two of the course will focus on:

- The form and main contents of a typical business lease (by reference to a specimen lease)
- Negotiating a commercial lease – the main points to watch out for
- The Code of Practice for Commercial Leases
- Statutory protection for business tenants – Landlord & Tenant Act 1954
- Assignment of commercial leases
- 'Running' commercial leases
- Variations, rent reviews, underlettings, alterations, repairs etc
- SDLT

*Another excellent day of training. Hannah speaks with authority and makes a very complicated subject extremely interesting*

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**London**19 Sep

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## Commercial Property: Introduction for Paralegals

6 B D

Foundation

Hannah Mackinlay

This course is designed for those with little or no knowledge of Commercial Property Law. This comprehensive programme aims to provide a firm grounding in the essential law and practice area.

It will enable more junior staff to give increased support to fee earners, enabling the fee earner to delegate more tasks and thus improve productivity.

- An outline of basic conveyancing procedures
- Sale and Purchase of Commercial Property
  - Procedure
  - Standard Commercial Property Conditions
  - CPSEs
  - Other searches and enquiries
  - Standard Forms of Reports on Title
- Planning and other statutory requirements.
- The form and main contents of a typical business lease (by reference to a specimen lease)
- Negotiating a commercial lease – the main points to watch out for
  - Insurance
  - Repairing obligations & schedules of condition
  - Rent review
  - Service Charges

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Manchester 23 Oct

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**BEST SELLER**

## Commercial Property Update 2018

5 B

Update

Natasha Dunn or Sarah Thompson-Copsey

This key course has earned its well deserved reputation for being an absolute “must” for busy practitioners to keep up-to-date.

It covers a huge range of recent and pending commercial property law and practice changes. It provides an analysis of the legal developments and always considers these in the light of the practical implications for day to day practice.

The course will cover the most important recent developments in:

- Commercial property case law
- Commercial landlord and tenant case law
- Practice and legislative changes

*The interaction with the participants was excellent and made this one of the most enjoyable and informative courses I have ever attended*

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London	30 Aug, 29 Oct
Manchester	26 Sep
Norwich	4 Oct
Derby	5 Oct
Southampton	11 Oct
Birmingham	18 Oct
Newcastle	18 Oct

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**HOT TOPIC**

## Property Law: An Introduction for Local Authority Lawyers **NEW**

3 B

Foundation

Ian Quayle

Local authority lawyers may find themselves in the position of advising on matters outside their usual sphere of experience and expertise. This foundation level course will introduce local authority lawyers to the key issues they are likely to encounter when involved in property work, and it will also be a useful refresher for anyone returning to such a role after a career break.

The half day course considers a number of important issues commonly encountered, including:

- The imposition of covenants on disposal
- Granting and reserving easements
- Property joint ventures
- Selling local authority assets – transactional issues
- Buying land and property – transactional issues
- Assets of community value
- Managing occupational leases – service charge, rent review, breaches of covenant and other issues
- Borrowing money and investing in property
- An exploration of relevant case law

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London	16 May am, 18 Sep am
Manchester	21 Jun am

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## Property Law: An Advanced Course for Local Authority Lawyers **NEW**

3 B

Intermediate

Ian Quayle

This half day course is designed for the experienced local authority property lawyer dealing with property issues revolving around the management of local authority property.

- Assets of community value – law and procedural issues
- Property joint ventures – key issues for local authorities
- Green belt policies – dealing with green belt and planning issues
- Town and village greens and allotments – dealing with management
- Management issues for residential leases, commercial leases and mixed use schemes
- Recent relevant case law

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London	16 May pm, 18 Sep pm
Manchester	21 Jun pm

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## Property Development Contracts: Advanced Issues **NEW**

3 B C

Advanced

Hannah Mackinlay

Property development is back in business. But it is a complex area and developers can be blind to potential problems until they are bankrupted by them. Navigating the minefield needs not only knowledge of many areas of law but also commercial awareness.

This course takes you through the various documents to help you advise your clients on the best route to take:

- Exclusivity agreements, call options, put options, and pre-emption agreements
- Options: Key points including, pricing and valuation issues, timing and extension, control of seller's actions, exercise, and protection. SDLT issues
- Conditional contracts: Triggers, e.g. what is 'satisfactory planning permission', affordable housing and other constraints
- Land Promotion Agreements
- Liaison with other professionals

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London 12 Sep am  
Manchester 24 Oct pm

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## Development Land: Overage and Clawback **NEW**

3 B

Advanced

Hannah Mackinlay

There has been much litigation in recent years over overage provisions. Often the solicitors are blamed for bad drafting or not anticipating other interpretations or events.

This course will provide practical guidance to help you manage client expectations and give guidance on the issues to consider when drafting.

The topics covered include:

- Types of overage situation
- Methods of securing payment
- Pros and cons of each method
- Trigger events
- Duration and disposals of part
- 'No disposal' situations
- Changes in control
- Getting the formula right on overage calculations
- Thinking the unthinkable and avoiding avoidance
- Lender issues – postponement of liens and priorities
- SDLT treatment of overage payments
- Learning from others' mistakes – the caselaw to date

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London 12 Sep pm

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## 10 Tricky Commercial Property Problems

6 B

Intermediate

Hannah Mackinlay

This course will look at the top 10 tricky problems which regularly confront commercial property practitioners; with practical guidance offered on the key points to watch out for, best practice and advice for clients.

Topics covered include:

1. SDLT and leases
2. Dealing with CPSE enquiries
3. Break notices
4. Capital allowances
5. Applications for landlord's consent
6. Energy issues
7. Dealing with rights to light
8. Statutory issues such as fire and asbestos
9. Using insurance to deal with title problems
10. Hot topics in planning

## Small Business Sales: What the Textbooks Don't Tell You

6 B C

Intermediate

Keith Lewington

This practical course looks at the wide range of issues which arise in small business sales from structuring the transaction and drafting the documents through to managing the client, tax issues and employment law. As well as formal legal updates, the course addresses competencies of finding information from the client, providing pragmatic and meaningful advice to the client, and dealing with other solicitors and professionals.

The topics covered include:

- Managing the small business client
- Drafting documents
- VAT – what is a going concern?
- SDLT – when is goodwill part of the property price?
- Workers' rights under TUPE
- Restrictive covenants
- Due diligence

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<b>Birmingham</b>	<i>5 Sep</i>
<b>London</b>	<i>25 Sep</i>

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<b>London</b>	<i>17 May, 18 Oct</i>
<b>Manchester</b>	<i>25 Oct</i>

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## Agreements for Lease: The Basics

3 B

Foundation

Hannah Mackinlay

This highly practical course works through key provisions in established precedents. This will include a lease conditional upon consents, also where the landlord is to carry out works. We will consider suggested amendments and a check list of key points to be dealt with.

- When to use an agreement for lease
- Conditionality on completion of works by either party or consent by a third party
- Effect on term commencement & rent-free periods
- Relevant standard commercial contract provisions and suggested amendments
- AGAs & latest developments in this area
- completion date
- Apportionments of rent service charge and insurance
- VAT & Capital Allowances
- Insurance and Risk issues
- Security of tenure exclusion where there is an agreement for lease
- User restrictions and Competition Act issues
- SDLT on Substantial Performance of Agreements for lease – what happens when you complete the lease? How do you do the calculations?
- Protection of Agreements for lease – and removal if contract does not complete
- Side letters
- Long stop dates

London

15 Oct am

## Agreements for Lease: The Next Step

3 B

Intermediate

Hannah Mackinlay

This course considers more complex cases such as major building works (including new-builds) by landlord, with fitting out works by tenant's contractor. We will work through some established precedents and identify the key problem areas, including:

- Battle of the definitions – JCT building contract definitions and the possibility of conflict between documentation
- 'Practical completion' and statements of completion under the JCT
- 'The Architect' vs the employers agent, their powers duties and responsibilities
- 'Completion' – which date?
- Extensions of time and longstops
- Effect on start of rent-free period, the term, rent review dates, etc.
- Right of the contractor to possession of the site under the JCT
- Partial possession and sectional completion
- Variations and omissions
- Dealing with conflicts
- Measurement of areas
- Tax & capital allowance aspects
- LAD & loss and expense claims by contractors
- Effect on SDLT of early possession and effect of completion of the lease
- Defects and repairs

London

15 Oct pm

**HOT TOPIC****Commercial Leases: 2018 Masterclass**

Masterclass

Peta Dollar and Sarah Thompson-Copsey

This perennially popular course is continually updated to reflect the changing commercial property market and cover all the major topical areas of commercial leases. The 2018 version of this course provides a very practical and detailed review of currently topical areas – and those becoming topical as part of the Brexit process – and is constantly updated to reflect new case law as well as legislative and regulatory change.

The course is led by two very experienced trainers, one of whom brings the benefits of property litigation experience to the lease drafting experience of the other.

The course covers:

**1954 Act review**

- £1 rent on renewal: *Flanders v Newham LBC*
- Ground (g) latest: *Gulf Agencies v Ahmed*
- Holding over – good news for tenants: *Barclays v Erimus*

**VAT & leases: An update**

- Alienation
- Pre-conditions & s 19(1A), *Tindall-Cobham & Alnatt v Newton*
- Damage to reversion? *Homebase v Grantchester*
- Assignment to guarantor: *EMI v O&H*

**Tenant break options:**

- Rent apportionment and repayment, *M&S v BNP Paribas*
- Practical advice on form, content & service
- Partnerships and break options: practical lessons from *Vanquish v Brook Street*

**Rent default: practical options for today's market****Guarantee issues: Topland and AGAs & GAGAs****Green issues in leases**

**£210 + VAT Package price**

£300 + VAT CLT Members/£600 + VAT Non-members

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**London**


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 24 Oct
 

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## Turnover Rents: Making them Work in Practice **NEW**

3 B

Intermediate

Mark Shelton

While the concept of turnover rents and shared risk/reward is simple, making it work is an entirely different matter.

Not only is it difficult to predict and capture all sources of turnover, but you also need to think about changes to everyday lease provisions like alienation clauses and user restrictions.

This course will give an overview of turnover rents, and consider how to make them work in a world where many tenants retail online as well as from physical premises. It is aimed at those negotiating retail lettings for both landlords and tenants.

The course will refer to a turnover rent schedule to illustrate how the technical issues are dealt with in practice.

It will include:

- Calculation of turnover rent
- Ability to revert to an open market rent
- Implications for alienation
- Impact on rent review
- Impact on break options
- Relevance of use restrictions
- Factoring in online sales

## Short Term and Undocumented Occupation: A Toolkit **NEW**

3 B

Intermediate

Mark Shelton

This course is aimed at junior commercial property lawyers and all commercial property advisers involved in management issues.

How to document a short-term or informal let? A solicitors' 70-page lease isn't an attractive or economic way of doing this; some landlords and their agents use standard form licence agreements and at the other end of the spectrum some commercial occupiers have little or nothing in writing to record the basis of their occupation.

This course focuses on the available options for landlords who want lettings documented at minimal expense and looks at the pros and cons of each from both a landlord's and a tenant's point of view.

It examines examples of informal occupation including unlawful assignments and sublettings, occupation by 'phoenix' businesses and lengthy undocumented holding-over situations and explains what (if any) obligations and rights the occupier has, how the landlord can regularise the position, what remedies are available to the landlord and what rent is payable. It also suggests practical measures for resolving things.

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London

12 Jun am

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London

12 Jun pm

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**HOT TOPIC**

## Tackling Tricky Issues in Commercial Leases

**3 B**

Advanced

Peta Dollar and Sarah Thompson-Copsey

This half-day course focuses on the more complex issues relating to commercial leases and will take delegates through a variety of topics, offering tips – and practical ways to avoid traps – for both landlords and tenants.

It is led by two very experienced trainers, one of whom brings the benefits of property litigation experience to the lease drafting experience of the other, and will cover:

- Tricky issues with guarantees: *EMI v O&H*; *TCG v Girdlers*
- Landlord's costs: alienation, alterations, legal costs: *Avon Freeholds v Garnier*
- Assumptions and disregards in open market rent review: is there an alternative?
- Expert/arbitrator determination: which should you advise?
- Insurance
- Service charges
- Terminal dilapidations: supersession; assessing damages – *Car Giant v Hammersmith*

This course is aimed at commercial property practitioners with a good basic knowledge of basic lease and landlord and tenant issues who are looking to expand on this expertise and thus their client base. It will serve as a refresher and update for those who regularly advise on more complicated leases.

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London      26 Jun am

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## SDLT for Commercial Property Lawyers (including Commercial Leases)

**3 B**

Advanced

David Hannah

SDLT is a self assessed tax on taxpayers not a duty on documents. Clients need to be asked important questions before you can complete a return. Completing a return based just on the information on the transfer could result in your underwriting any claim for extra tax from HMRC – and claims can be made up to 21 years later.

This course will use worked examples and flowcharts and will focus on commercial leases issues including Agreements for Lease, "substantial performance", surrenders and regrants, rent deposits, holding over and periodic leases. Other topics to be covered include:

- Conditional contracts and options
- Sub sales – the new rules – when to worry about tax fraud
- Overage – deferred and contingent or uncertain consideration

Delegates will be encouraged to interact and solve example problem situations involving some of the above issues. This course will overlap in some issues with *SDLT Walkthrough and Workshop for Residential Property Lawyers* (see page 22) but will look at the common issues in more detail as well as the topics outlined above.

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Manchester      18 Sep pm

London      11 Oct pm

Birmingham      17 Oct pm

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**HOT TOPIC**

## Dilapidations: Thinking Tactically and Practically **NEW**

5 B

Intermediate

Mark Shelton

This course is designed for the commercial real estate litigation practitioner who will be handling dilapidations disputes, whether for landlord or tenant.

It is a subject area which never goes away: in times of boom or bust, landlords need to maintain the value of their investment, and tenants need to restrict the impact of claims to ensure the landlord recovers no more than is properly due.

Conducting claims so as to achieve the best outcome for the client requires an understanding, not only of the interpretation of the relevant lease obligations, but also of the availability and features of the various remedies, procedural requirements, and the available dispute resolution procedures. Armed with that knowledge, it is possible to think tactically so as to manage the outcome, not only in the dispute phase but also in the lead-up to lease expiry.

The course will use case study scenarios to explore the topic in depth.

Matters covered will include:

- Enforcing obligations in mid-term
- The role of schedules of condition
- Assessing the 'loss of rent' element
- Impact of MEES
- S.18 and post-valuation events
- Position of sub-tenants
- Replacement of M&E plant and equipment

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London

22 Jun, 18 Sep

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for tailored  
training?**

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in-house](http://www.clt.co.uk/in-house)**

## Certificate in Commercial Property Litigation

12 B

Foundation

Mark Shelton

This two day course is aimed at lawyers who are looking to build a practice in commercial property litigation, and gives a broad grounding in core practice areas, while taking a firmly practical approach.

The course provides an in-depth review of the Landlord and Tenant Act 1954, which is fundamental to the management of commercial property. It also considers law and procedure where the landlord opposes lease renewal on each of the statutory grounds and will examine the other common areas in which disputes arise – dilapidations, service charges, enforcement of leasehold covenants following assignments, and break options.

The course will support delegates in dealing with contentious applications for landlord's consent to dealings with the lease, practicalities of trespasser eviction, and the remedy of forfeiture of leases.

- The basic concepts of the 1954 Act: What is a 'business lease'? Who is the 'competent landlord'?
- Procedure, and renewal terms
- Tactics and requirements for opposing lease renewal
- Service charges – common causes of dispute, the Code and s 20 consultation in mixed use developments
- Enforcement of leasehold covenants – the pre-1996 and post-1995 regimes
- Break options – drafting and serving notices, payment of rent and interest, conditional clauses
- The interpretation of repairing covenants, and the conduct and settlement of dilapidations claims
- Obtaining landlord's consents: formalities and pitfalls
- Trespassers – efficient conduct of court procedures, and adding value with practical measures for eviction and preventing recurrent occupations
- Avoiding inadvertent waiver of the right to forfeit, and a guide through the variety of relief jurisdictions

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London

25 - 26 Sep

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**BEST SELLER**

## Conveyancing Update 2018

5 B

Update

David Keighley

Every residential property lawyer must keep fully up-to-date with developments in law and practice.

Carefully developed over the years to be ideal for this purpose, the conveyancing update course is specifically designed to meet the needs of the busy practitioner. It is delivered in an engaging and effective way and cuts through the academic niceties by making things relevant for the busy practitioner. In each case the key legal development and (where relevant) recent case law is set out and the points for practice and drafting are carefully considered.

Topics covered will include:

- Section 1: Hot topics
- Section 2: Title and transactional
- Section 3: Leasehold and newbuild
- Section 4: Practice issues

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<b>Southampton</b>	23 May
<b>London</b>	4 Jun, 4 Sep, 9 Oct
<b>Bristol</b>	14 Jun
<b>Nottingham</b>	29 Jun
<b>Penrith</b>	11 Sep
<b>York</b>	17 Sep
<b>Manchester</b>	24 Sep
<b>Leeds</b>	25 Sep
<b>Derby</b>	3 Oct
<b>Birmingham</b>	4 Oct
<b>Cornwall</b>	16 Oct

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## Residential Property: An Intensive Introduction for Qualified Practitioners

6 B

Foundation

Lorraine Richardson

This intensive and practical course is aimed at those qualified practitioners looking to change practice areas (for example, due to Legal Aid cuts) or for those returning after a career break. No prior knowledge of conveyancing (residential or otherwise) is required!

The course will provide a practical overview of residential conveyancing and the pitfalls which may occur on a daily basis in today's market including:

- An overview of the conveyancing transaction
- Identifying your client and the source of funds – why this is your responsibility
- Review of searches available in the market – online or paper based?
- Conveyancing Quality Scheme – what is it all about?
- The Protocol and the new forms
- Key risk areas – CML and your duty to the lenders
- What is SDLT? how does it differ from Stamp Duty?
- Standard Conditions of Sale (5th edition)
- Changes in Land Registry practice – where did office copies go?

The course is supported by clear flowcharts of the residential conveyancing process.

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<b>Manchester</b>	21 May
<b>London</b>	8 Oct

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## Conveyancing: An Intensive Workshop for Paralegals and Support Staff

6

Foundation

Lorraine Richardson

This workshop course is designed for paralegal and secretarial staff who work in residential conveyancing. It is a highly practical course offering a greater understanding of the process and how to respond to common enquiries and search results.

It will also assist a busy residential conveyancing team member looking to progress by acting as a useful introduction to conveyancing.

The focus of the day will be on small group work using case studies where you will consider:

- An overview of the conveyancing process and the implications of all key stages
- Where the delegate's own work fits into the conveyancing process
- Investigate a registered title and draft the contract of sale
- Why different searches are carried out and how to respond to the most common search results

*Great in-depth knowledge of the conveyancing process from start to finish*

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London	24 Sep
Sheffield	15 Oct

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## HOT TOPIC

## Conveyancing Searches and Enquiries: Best Practice

3 D

Intermediate

Lorraine Richardson

Conveyancers are increasingly faced with an ever growing list of suggested searches and enquiries on a residential freehold purchase transaction. What is best practice?

This practical half day course will assist conveyancers to identify which searches to carry out and will consider problems which frequently arise on search results and how far you can be expected to deal with them. The course will stand alone or will complement CLT's popular course: *'Residential Property – An Intensive Introduction for Qualified Practitioners'* see page 20.

The course will cover:

- Which searches should you carry out – an overview
- Common tricky search results
- What further enquiries should you raise when you have received your search results?
- What is an acceptable response to your enquiries?

This course is essential viewing for all residential property lawyers.

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Sheffield	4 Jun pm
London	4 Sep pm

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## Dealing with Unregistered Land in Conveyancing

3 B

Intermediate

Hannah Mackinlay

It is estimated that about 5% of land in England and Wales remains unregistered despite land registration commencing in 1925 and becoming compulsory in 1985. Title to unregistered land may not have been checked for several generations but the old and (often) historic documents may tell a story which the computer generated Land Registry titles could not.

Being able to deal with unregistered land is an essential competence for any solicitor dealing with residential or commercial property, yet in some firms no-one knows how to deal with unregistered land. It is also no answer to make an application for voluntary registration – how will you know if the Land Registry has dealt with the application correctly?

Using worked examples, exercises, flow charts and checklists the course covers:

- Key differences between unregistered and registered land
- Epitome or abstract – how to construct one
- A 'good root' of title?
- Plans
- Missing title deeds
- Land Charges Searches – the priority periods and how they work
- Key problem areas
- Joint ownership
- Leases
- Restrictive covenants and indemnity chains
- Stamp Duty and SDLT

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London 11 Sep pm

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## HOT TOPIC

## SDLT Walkthrough and Workshop for Residential Property Lawyers

3 B

Foundation

David Hannah

SDLT on Residential Property can now be very complex. It isn't even always easy to decide if a property is classified as residential or commercial. What is worse the additional 3% rate for additional residential properties introduced in April 2016 may tempt clients to be economical with the truth.

Like all other taxes, SDLT has to be thought about carefully at the beginning rather than delegated to a junior person to do 'the form' at the end. The amount on which the tax is paid may well not be the figure on the transfer, and the taxpayer may not even be the transferee.

Failing to explain or investigate the situation will leave the conveyancer holding all the risk if HMRC raise an enquiry.

This course will deal with (inter alia):

- What is residential property main residence
- What questions should you ask?
- What is the 'deal' and when might transactions be linked.
- Are SDLT avoidance schemes dead?
- Company purchases of residential dwellings
- Multiple Dwelling relief
- The Global Reach of SDLT with the higher rate – how can you be certain it doesn't apply?

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Manchester 18 Sep am

London 11 Oct am

Birmingham 17 Oct am

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## High Risk and Unusual Clients in Conveyancing **NEW**

3 B

Intermediate

Lorraine Richardson

Residential conveyancing is difficult work at the best of times – but add into the transaction some high risk and unusual clients and the mix can be toxic!

This half day course will consider some of the more unusual clients and situations and will point out some of the pitfalls and will suggest steps that conveyancers can take to mitigate some of the risk.

This course will remind property lawyers of all levels of experience of the key risk areas and what practical steps should be taken in the context of a residential purchase.

The course will cover:

- Source of funds
- Identification issues
- Trusts and co-ownership
- Delegated powers and undue influence
- Bankruptcy and insolvency
- Identifying and avoiding conflicts of interest
- Lenders' requirements

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London 3 Sep am

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## HOT TOPIC

## Cybercrime and Fraud in Conveyancing **NEW**

3 A B

Intermediate

Lorraine Richardson

As property lawyers, we need to be alert to cybercrime threats and money laundering. In addition to recent cases where conveyancing solicitors have been held liable to lenders for breach of trust in fraud cases, there has been a lot in the news about identification procedures following the Mishcon de Reya case.

This half day course will point out how to spot some of the key threats and what steps we can all take to try to avoid these problems.

This course will remind property lawyers of all levels of experience the key risk areas and what practical steps should be taken in the context of a residential purchase.

The course will cover:

- Key money laundering threats in outline
- Fraud threats
- What is cybercrime?
- What steps can we take to mitigate the above risks?
- Property and Registration Fraud Practice Note
- How do we identify the 'red flag' files?
- Key case law

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London 3 Sep pm

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## Covenants: Current Law and Practice **NEW**

3 B

Update

Ian Quayle

There have been many recent developments both in statute and in case law in relation to covenants.

This course includes consideration of the rules on interpretation of covenants and drafting tips, and also covers the Law Commission's proposals for wholesale change to this area of the law.

This course will give practical guidance and updates on the above and will also cover:

- What are covenants?
- Enforcement – approach of the courts
- Role of the Upper Chamber (Lands Tribunal)
- Can you protect overage by restrictive covenants?
- What is the effect of the death of the covenantee?
- Insurance including the CML requirements
- Potential law reform as a result of the Law of Property Bill
- Recent case law

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London

2 Oct am

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## Easements: Current Law and Practice **NEW**

3 B

Update

Ian Quayle

Existing easements on the title are a headache for any practitioner and his client but especially on developments – large and small! The law relating to easements is almost entirely common law based and therefore is constantly changing. This course will help you keep track of changes and ensure your advice to clients is up to date. It also covers the Law Commission's proposals for change to this area of the law.

The course covers:

- The standard conditions
- Parking rights
- New case law on easements
- Land registry law and practice
- Problems with prescriptive easements
- Injunctions
- Potential law reform as a result of the Law of Property Bill

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London

2 Oct pm

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## Residential Leases: Issues on Sale and Purchase **NEW**

3 B

Intermediate

David Keighley

This practical half day course will give you the confidence to deal with the sale and purchase of a residential lease.

Items covered include:

- Formalities of a lease
- Key & prescribed clauses
- How Shared Ownership leases differ
- Key conveyancing issues
- Good versus Absolute Title
- Assignment problems
- Management Companies and Service Charges
- Retentions and apportionments
- Land Registry issues
- Defective or problematic leases
- Forfeiture
- Topical case law

*David was an excellent presenter! The content was well presented and explained*

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London 5 Jun am, 29 Oct pm  
Manchester 7 Jun am

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## Residential Mortgages: Tricky Issues in Law and Practice **NEW**

3 B D

Intermediate

David Keighley

Residential property practitioners will deal with mortgages on almost a daily basis. Although they may be thought to be routine, the law and practice relating to mortgages are in reality complex and intricate. Issues can arise in respect of undertakings, discharges, CML/BSA requirements, buy to let loans, SRA guidelines, lenders' panels, land registration and general duties of care.

This half day course will help practitioners to identify and understand complex and/or risky issues in relation to residential mortgages, and will provide practical guidance to minimise risks.

Topics covered include:

- Key mortgage terms
- Lenders' panels and panel managers
- Buy to let loans: should you act for buyer and lender?
- Mortgage related undertakings
- CML/BSA issues
- Safeguarding against fraud
- File storage

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London 29 Oct am

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**BEST SELLER**

## An Introduction to Enfranchisement and Lease Extension

6 B

Foundation

Hannah Mackinlay

When you are asked to advise on enfranchisement or lease extensions do you take a deep breath and reach for the painkillers? Be sure you are not alone!

The law relating to these areas is complex and often misunderstood. The Leasehold Reform Housing and Urban Development Act 1993 (and associated legislation and regulations) is fraught with pitfalls for the unwary which if overlooked or ignored could cause substantial problems for your client as well as a potential negligence claim for your firm.

This course is aimed at those lawyers with little or no knowledge of the topic. It will provide you with the knowledge to take your clients through this legal minefield with confidence and includes:

- Collective and individual enfranchisement
- "Eligibility"
- How to take instructions and other essential preparation
- Notices – contents and procedure
- Dealing with counter-notices
- Lease extensions
- Post-completion
- Valuation

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**Birmingham** 22 May  
**London** 3 Jul, 16 Oct

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**BEST SELLER**

## Shared Ownership and Help to Buy: Acting for the Purchaser

5 B

Intermediate

David Keighley

The buying and selling of shared ownership properties and funding the purchase of properties using Help to Buy funding are an increasingly important sector of the property market. There are vital differences between these transactions and "standard conveyancing" about which all practitioners should be aware.

This course is designed to offer a practical guide for practitioners acting for individuals buying or selling a shared ownership property or funding a purchase with a Help to Buy loan.

The course will cover:

- Introduction to Shared Ownership
- The role of Housing Associations and other providers
- The different types of Shared Ownership Lease
- Shared ownership conveyancing issues
- Overview of the Shared Ownership Lease
- Implications of Section 106 Agreements
- SDLT including the making of and effect of a Market Value Election
- Staircasing; how it is exercised and documented
- Land Registry issues
- Help to Buy Loans including Help to Buy ISA
- Practical tips and traps

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**London** 8 Oct

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**BEST SELLER**

## Acting for a Buyer on a New Build: Pitfalls and Tips

3 D

Intermediate

Lorraine Richardson

This course is aimed at the buyer's solicitor who receives a 'mountain' of paperwork from the developer. This is especially true when the property is part of a multi-plot estate. The developer will invariably impose an exchange deadline, the client has paid a reservation deposit and the pressure is on.

Whether it is plot 1 of 2 or 49 of 400, there are points of similarity. This course will provide practical guidance and updates on the documents you are likely to receive and the statutory frameworks applicable to them as well as ways to improve your investigations and reporting given the need for fixed fees in this area.

This course will include:

- S.38, s.104 and s.106 agreements – how is my client affected?
- NHBC and similar schemes – what do I need to do?
- CML requirements – what do I need to report?
- Planning – what is CIL and will it affect my client?
- What do I tell the client?

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Sheffield	4 Jun am
London	10 Sep am

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**HOT TOPIC**

## Dealing With Residential Property Problems

5 B

Advanced

David Keighley

Problems routinely arise in property transactions. Some may be easily resolved but others will not be so straightforward. This course which can be structured as a workshop will both consider and offer practical guidance on some of the more complex issues which can arise on a residential sale or purchase. Issues covered may be influenced by the delegates and could include:

- Tricky covenants
- Risk areas including lenders requirements & fraud
- Boundary problems
- Defective leases
- Misrepresentation
- Defects in title
- Does Caveat Emptor still apply?
- Contract problems
- Deposit problems
- NHBC cover limitations
- SDLT on second properties
- Buy to let issues
- Undertakings
- Apportionments and subsequent liabilities
- Completion day problems
- Land Registration problems

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Manchester	6 Jun
London	11 Jul, 24 Oct

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## Advising the Private and Social Landlord After the Housing and Planning Act 2016 **NEW**

3 B

Intermediate

Emily Gasson

Advising private and social landlords is becoming increasingly complex as the Government tackles 'rogue' landlords.

This course will enable you to advise private landlords on their new powers to take back abandoned properties but also how to avoid falling foul of new legislation.

Local authority housing landlords and tenants are facing some of the biggest changes in housing legislation since the Housing Act 1985, with the end of the lifetime tenancies, and the extension of the Right to Buy (RTB) to housing associations means they are not escaping the wind of change either.

This course will suit practitioners with a good working knowledge of landlord and tenant law.

The course will cover the three parts of the Act:

- Tackling private landlords' behaviour
- Increasing private landlords' powers
- Social housing

### HOT TOPIC

## Social Housing Law Update 2018 **NEW**

3 B

Update

Emily Gasson

Keeping up to date with the rapidly changing face of social landlord and tenant law is tough when there are so many other demands on the time of local authority and housing association practitioners.

This course will equip the busy landlord and tenant practitioner with knowledge about the latest changes in law and cases. It assumes good working knowledge of the landlord and tenant law in the sector and focuses on new developments, potential pitfalls in legislation and challenges uncovered by recent cases.

Topics covered include:

- Housing and Planning Act 2016 and the end of lifetime secure tenancies
- The Social Fraud Act 2013
- Deregulation Act 2015 – S21 changes
- Right to Buy (RTB) – changes to the RTB qualification periods and extension of the RTB to housing associations
- Latest cases

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London

18 May am

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London

18 May pm, 25 Sep pm

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**HOT TOPIC****Certificate in Social Housing Law NEW****6** **B**

Foundation

Emily Gasson

This course assumes little or no knowledge of social housing landlord and tenant law. It guides practitioners through the portfolio of types of tenancies available, outlining how they are created and maintained, and how they work when tenants wish to exchange properties, assign tenancies and succeed to tenancies.

The course outlines the means by which tenants may make disrepair claims and how they may be defended, and takes the practitioner through the options of taking action when the tenant is in breach of the tenancy.

It will give those new to the sector a foundation in social housing law whether they are representing tenants or landlords. It covers the portfolio of tenancies used and actions relating to each type of tenancy.

The types of tenancies covered by the course are: secure, assured, non-secure, post-Housing and Planning Act secure, flexible, assured shorthold, fixed term, introductory, and demoted.

The following housing management issues will be covered in relation to each type of tenancy

- Creation of different types of tenancies
- Assignment of tenancies
- Mutual exchange
- Transfer of tenancies
- Succession of tenancies
- Possession proceedings
- Variation of tenancies
- Anti-social behaviour injunctions and possession
- Disrepair
- Abandonment

The implications of the Human Rights Act, Judicial Review and Equality Act on cases will also be discussed.

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**London**3 Oct

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**HOT TOPIC**

## Possession of Private Residential Premises

6 B

Intermediate

David Smith

This course deals with possession of residential property under both tenancies and mortgages and in situations where the interest may not be so clearly defined (e.g. squatters and licensees).

Since the 1950s and 1960s when there were many cases involving unscrupulous landlords there has been a complete change in the relationship of landlord and tenant with the landlord now having to incur time and fees to obtain vacant possession. The penalties for failing to use procedures can result in criminal as well as civil liability.

This course also looks at repossession by mortgagees where the Courts expect the parties to have explored all options before the case comes to court. The pre-action protocol sets out rules which the Courts expect to see have been followed. Whatever the reason for possession the procedures can be a trap for litigators as they have their own rules and do not always operate in a similar manner to other Court procedures.

Whilst this course is primarily aimed at those who have little or no knowledge of possession proceedings of residential property, it will serve also as a useful update for those who may deal with these on a more regular basis.

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London14 Sep

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## Residential Landlord and Tenant Law: An Update

6 B

Update

David Smith

The law relating to residential tenancies is again in flux with a range of important decisions in the Courts and Tribunals and a great deal of new legislation. The Housing and Planning Act introduced a range of key changes to the operation of the Housing Act 2004 in April 2017 and there are ongoing consultations on further changes.

This course will review the changes that have been made so far and consider some of those that are yet to come, providing a useful overview of the issues relevant to this area of law and helping you to provide up to date advice to your clients.

Topics covered will include:

- Section 21 notices
- Fixed Penalties and RRO
- Banning Orders and the Rogue Landlord Database
- Section 11, Landlord & Tenant Act 1985 and Property Standards
- The Immigration Act and the Right to Rent
- Agency Regulation
- The Regulatory Future

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London1 Oct

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**HOT TOPIC**

## An Overview of Planning Law

6

Foundation

David Brock

This one day course demystifies planning law and will explain the framework and basic principles of planning law to help you to understand what your planning lawyer is talking about. It will address the nitty-gritty legal problems in (for example) s.106 agreements and Community Infrastructure Levy, as well as the basic questions we don't often ask, such as why do we actually need planning permission!

This course provides an overview of:

- What is the statutory framework?
- Applying for planning permission and the criteria for the decision
- What is the Development Plan and how is it created? The role of public participation
- Differences between outline and full permission
- Permission in principle
- Conditions
- Rights of appeal
- Enforcement of planning control
- Environmental impact assessment
- Section 106 agreements
- Community Infrastructure Levy
- Enforcement and concealed breaches
- Listed building and conservation area controls
- National Planning Policy Framework
- The Crown

This course is aimed at all property professionals (including non-lawyers) who need to have knowledge of some of the basics of planning law.

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London 17 Oct

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**HOT TOPIC**

## Environmental Warranties and Indemnities in Property and Corporate Transactions **NEW**

6 A B

Intermediate

Andrew Waite

This course provides an intermediate level overview of environmental law issues which arise in real estate and corporate transactions and a detailed examination of the contractual and other tools available to manage the financial and liability risks which may affect clients.

It is designed for real estate and corporate lawyers who may be called upon to advise on environmental issues. While it may be tempting to muddle through, missing key issues and nuances can be an expensive mistake.

Topics include:

- Differences between share sales and asset sales
- Due diligence questionnaire
- Environmental permits/licences
- Contaminated land liabilities
- Work related illnesses including asbestos exposure
- Pollution incidents
- Money laundering issues
- Environmental reports
- Managing liabilities
- Insurance cover
- Environmental liabilities in leases
- Problems after completion

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London 4 Oct

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## Certificate in Planning

12 B

Foundation

David Brock

This two day course is an introduction to the essential aspects of planning law and focusses on those areas which are particularly pertinent to commercial property and planning lawyers. Learning is reinforced by case studies and discussion.

### Day One

- Why do we have planning? Origins of the modern system and the Town and Country Planning Act 1947
- The current legal framework – the Town and Country Planning Act 1990, Planning Act 2008, Localism Act 2011, Growth and Infrastructure Act 2013
- Why do we need planning permission?
- Outline permission and full permission
- Permitted development rights, general, special and local development orders, enterprise zones and simplified planning zones
- Applying for planning permission and the criteria for the decision
- What is the development plan and how is it created?
- The role of the public
- What are 'material considerations' and what is the role of Government policy?
- Supporting documents and processes: design and access statements
- Environmental impact assessment
- Decision periods, rights of appeal and Judicial Review

### Day Two

- Community Infrastructure Levy
- The duration of planning permission
- Enforcement of planning control
- Time limits for enforcement, and concealed breaches
- Listed Building Control
- Conservation area control
- Nationally Significant Infrastructure Projects
- Granting planning permission by a Hybrid Bill – Crossrail, HS2 and CTRL
- The National Planning Policy Framework
- What next? A preview of possible reforms

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Leeds 16 - 17 May

London 7 - 8 Aug

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## Construction Law Update 2018 **NEW**

3 B

Update

Darryl Royce

This half day course is presented by leading construction barrister Darryl Royce. It will explain the main developments in construction law over the past 12 months and review the most important cases.

It will focus in particular on:

- Tortious duties of care – when mates fall out
- Unfair contract terms – effect of negotiations
- Payment – notices
- Limitation – NHBC Scheme
- Extensions of time – contiguous or what?
- Global or total cost claims – any distinction?
- Performance Bonds – need for determination by engineer?
- Insolvency – genuine cross-claim?
- Third party costs orders – when can the discretion be exercised?
- Total failure of consideration – the correct approach?
- Statements of case – amendment after expiry of limitation period
- Adjudication
- Pre-action protocol – the amendments
- Expert witnesses – need for independence
- Contractors' design obligations – the Supreme Court speaks

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London

15 Oct am

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## Concurrent Delay & Construction Insurance **NEW**

3 B

Intermediate

Darryl Royce

This course will comprise a survey of the difficulties that can arise from contractors' claims where there is or may be an element of concurrent delay and insurance problems.

Concurrent delay:

- Extensions of time and loss and expense/compensation generally: the JCT, ICC, NEC and FIDIC standard forms
- Gross and net extensions of time
- The authorities
- The origins and development of concept of concurrent delay: the dominant cause test
- Contiguous and non-contiguous extensions of time

Insurance:

- Proof of causation
- Effect of contractual provision for insurance
- Need for damage
- Accidental damage
- Categories of insurance: liability to third parties, material damage and consequential loss
- Excess and aggregation
- Notice of claims and conditions
- Comprehensive project insurance
- Insurance Act 2015

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London

15 Oct pm

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**BEST SELLER****Certificate in Construction Law NEW**

12 B

Foundation

Darryl Royce

This two day course provides an introduction and overview of construction law and practice.

The course is aimed at lawyers who are looking to develop a practice in construction law and experienced construction professionals who wish to deepen their understanding of the law. It will explain the different types of construction contract that you will encounter in practice – procurement, traditional and design & build, as well as examining partnering and collaborative contracts and those regulated by Housing Grants, Construction & Regeneration Act 1996.

**Day One**

- Formation of contracts
- Contract documents
- The standard forms
- Implied terms
- Subcontracts & works contracts
- Collateral warranties and performance bonds
- Working with others
- Interim & final payments
- Changes & variations

**Day Two**

- When things don't go to plan
- Liquidated damages
- Practical/substantial completion
- Defects liability or rectification period
- Indemnity & insurance
- Termination
- Contractors' claims
- Notices
- Delay, disruption & acceleration
- Extensions of time
- Concurrent delay
- Issues arising from disruption via multiple causes
- Ownership of float
- Proof of causation – critical path method
- Expert evidence
- Direct & Indirect costs and interest
- Compromises
- Time bars & final certificates
- Smash & grab claims
- Dispute resolution – the options available
- Litigation tactics

London

21 - 22 May, 1 - 2 Aug

## Webinars

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One hour webinars are the perfect way of expanding expertise and supplementing face-to-face training. To see our full range of webinars visit [www.clt.co.uk/webinars](http://www.clt.co.uk/webinars)

B

Intermediate

### The Institutional Lease in 2018

Natasha Dunn

The term 'institutional lease' first appeared in practice back in the 1980s. However, as the years have passed the bargaining strength of institutional landlords has weakened considerably. This webinar will give practitioners a clear indication as to what terms these investors are likely to achieve in today's market.

B

Advanced

### Buying Property SPVs

Paul Sutton

This webinar is for property lawyers who may be involved in buying property SPVs. It provides an overview of the corporate law issues and practicalities which practitioners must be aware of when advising on transactions of this nature.

B

Intermediate

### Lease Surrenders – Ten Points to Ignore at Your Peril

Mark Shelton

Lease termination is mostly by a unilateral act: landlord's notice to quit or forfeiture, tenant's break notice. Those procedures are often contentious. By contrast, a surrender is a consensual process, so shouldn't it be simpler? Isn't it just a matter of the tenant handing the lease and keys back to the landlord? Well, up to a point, Lord Copper.

This webinar considers the pitfalls and the essential requirements.

B

Foundation

### What's in a Commercial Lease? – Definitions, Interpretation and Boilerplate

Mark Shelton

When a lease is being negotiated, or when an issue arises between landlord and tenant under an existing lease, it's natural that attention focuses on the principal commercial terms of the lease: repair, use, alienation, service charge, insurance and so forth. It's a mistake, though, and potentially an expensive one, to ignore the so-called 'boilerplate': all those standard terms, interpretation provisions and definitions which were in the precedent.

A

Advanced

## Property and Title Fraud – Law Society and HMLR Advice after Purrusing

Lorraine Richardson

Fraud is on the increase and fraudsters may purport to be a conveyancer or to work for a law firm. Recent cases have held law firms liable for loss when fraud has been involved.

This webinar considers some of the high profile cases surrounding this issue and the new guidance available to practitioners from the Law Society and HM Land Registry in the 'Joint property and title fraud advice note'.

B

Intermediate

## Security for Payment of Rent – Rent Deposit, Guarantor, or Both?

Mark Shelton

In the context of commercial leases, the word 'guarantee' perhaps offers a degree of reassurance which is misleading. The benefit of a guarantee can be lost by repeated assignment of the lease, or by an agreed variation of the lease, if the landlord fails to obtain the guarantor's consent to it. The caselaw on the issue of how the benefit of a guarantee may be retained upon an assignment is now substantial and complicated.

B

Intermediate

## NEW Telecommunications Code – Now in Force!

Natasha Dunn

December 2017 saw the long awaited Telecommunications Code come into force. This area of law has been radically overhauled to provide a new Code and new procedures that will now regulate the relationship between network operators and site providers. So... what does the Code contain and what does it mean in practice for property practitioners?

This webinar will answer these fundamental questions and run through the key provisions you need to know.

B

Intermediate

## The Law Relating to Adverse Possession in an Hour

Natasha Dunn

This webinar will guide practitioners through the law relating to adverse possession and highlight the recent caselaw in this area. Since the Land Registration Act 2002 two separate regimes have been in existence but how exactly do they operate and when exactly can a person acquire legal title through adverse possession?

This webinar is a must for any commercial property practitioner.

B

Foundation

## Agricultural Land: An Introduction

Lorraine Richardson

Conveyancing solicitors are sometimes faced with having to deal with the acquisition of a small area of agricultural land, perhaps for use as garden land or a paddock or for grazing.

This webinar will be a useful update for the experienced conveyancer and at the same time provide an overview for those new to the topic.

B

Intermediate

## The Institutional Lease in 2018

Natasha Dunn

The term 'institutional lease' first appeared in practice back in the 1980s. However, as the years have passed the bargaining strength of institutional landlords has weakened considerably.

This webinar will give practitioners a clear indication as to what terms these investors are likely to achieve in today's market.

B

Intermediate

## Repair Obligations and Lease Negotiation

Mark Shelton

This webinar considers:

- Interpretation of repair obligations
- Some common causes of dilapidations disputes
- The role of schedules of condition
- Technical Due Diligence and other investigations
- Common drafting pitfalls and the value of a 'round table' approach

B

Update

## Commercial Property Litigation Update 2018

Mark Shelton

This webinar rounds up recent significant developments in commercial property litigation and considers the practical implications. It is aimed at all those advising on commercial property disputes, whether their client base is predominantly investors and developers, or occupiers.

## Management & Personal Skills Training

### Management and Strategy

For those new to management responsibilities or looking to deepen their understanding of law firm management and strategy.

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**Two Day Law Firm Management Masterclass**  
**London** 4 - 5 Jul  
**Bristol** 10 - 11 Sep

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**Management Course Stage 1**  
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**Preparing for Partnership**  
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Courses to help staff at any level understand how to support and manage team members.

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**Sheffield** 22 May  
**London** 5 Jun

**5** **C** Intermediate

**SRA Accounts Rules: Achieving Compliance**  
**Bristol** 22 May  
**Birmingham** 3 Oct  
**London** 22 Oct

**6** **A** Foundation

**Understanding and Interpreting Company Accounts**  
**London** 16 May

**3** **D** Foundation

**Improving Your Financial Performance on Client Work**  
**London** 3 Jul

## Project and Time Management

Develop key skills to enable your work to be managed effectively.

**6 C D** Foundation  
**Case Analysis and Project Management for Junior Litigators**  
 London 17 May, 3 Oct

**6 B D** Intermediate  
**Project Management for Transactional Lawyers**  
 London 26 Sep

**5 C** Intermediate  
**Getting the Very Most Out of Your Day**  
 London 3 Sep  
 Southampton 6 Sep

## Compliance

Practical courses that will help you and your firm stay on the right side of SRA and general business regulation.

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**COLPs, COFAs and Managing Compliance 2018**  
 Leeds 12 Jun  
 London 7 Sep  
 Bristol 12 Sep  
 Newcastle 19 Sep

**6 A** Update  
**Money Laundering Compliance for Solicitors**  
 London 26 Sep  
 Newcastle 3 Oct  
 Leeds 9 Oct  
 Southampton 16 Oct

**5 A** Intermediate  
**Conflicts and Confidentiality in Law Firms**  
 London 12 Jun

**6 A B** Intermediate  
**Data Protection: Get Ready for the GDPR**  
 London 17 May

**6 B** Intermediate  
**An Introduction to Data Protection and GDPR**  
 London 14 Jun, 13 Sep  
 Sheffield 26 Jun

**6 B C D** Intermediate  
**Duties of the Data Protection Officer**  
 London 22 Aug

**3 B D** Foundation  
**Data Protection: Conducting a Data Audit**  
 London 30 Aug, 16 Oct

**3 B C** Foundation  
**Data Protection: Privacy Notices, SARs, Consent and More**  
 London 30 Aug, 16 Oct

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Courses designed to help in-house lawyers develop and succeed in their careers.

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**The Successful In-house Lawyer**  
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**6 C D** Advanced  
**The Successful Leader and Manager of an In-house Legal Team**  
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