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## **Due Diligence in the Real Estate Process**

**June 12, 2008**

**Time: 1:00 pm ET (12:00 pm CT, 11:00 am MT, 10:00 am PT)**

**Length: 1 hour 30 minutes**

**Live Teleconference: \$199 - Live Teleconference and CD Recording: \$248**

### **Benefits**

This teleconference will provide an overview of the due diligence process to ensure a sound investment decision is made at the outset regarding site acquisition and its future prospects for development depending upon the state of title, availability of utilities, ability to obtain permits or approvals, review of financial documents and environmental condition of the property or the soil conditions. You will be able to understand what due diligence is and how to conduct a thorough due diligence process to avoid any surprises, reduce costs and expenses, and minimize investment risk for yourself or your client. You will also be able to identify the components of a due diligence process, including what they are, how to best handle them and in what order, approximate deadlines, and, in particular, keys to their success.

### **Agenda**

#### **I. Background: What Is Due Diligence?**

- A. Acquisition or Disposition
- B. Leasing
- C. Financing

#### **II. Conducting Thorough Due Diligence - No Surprises!**

- A. Financials
- B. Entitlements
- C. Title
- D. Survey
- E. Environmental
- F. Structural and Geotechnical
- G. Utilities

### **These Materials are Designed For**

Attorneys, presidents, vice presidents, property managers, real estate agents and brokers, developers, paralegals, loan professionals, title officers, business owners and managers, and accountants

## Faculty

### **Carla M. Moynihan, Esq.,** Robinson & Cole LLP

Carla M. Moynihan, Esq., has concentrated in the disposition, acquisition, permitting, development and financing of commercial real estate for more than 12 years. As a partner in Robinson & Cole LLP's Land Law Section, Ms. Moynihan represents developers, investors, public entities, institutions and lenders in all aspects of commercial real estate development. Her practice focuses on site selection, due diligence, acquisition, permitting, financing and construction, including the negotiation and drafting of letters of intent, offers, purchase and sale agreements, land disposition agreements, development agreements, leases and construction contracts. She also represents clients throughout the local, state and federal land use permitting processes. Ms. Moynihan is currently a member of the Town of Belmont Planning Board, the McLean Land Management Committee, and the Real Estate and Building Industry's Leadership Committee for the United Way of Massachusetts Bay. She also is immediate past president of the board of directors of the Massachusetts Appleseed Center for Law and Justice. Ms. Moynihan is a member of the Boston Bar Association, the Boston Society of Architects, the Real Estate Bar Association, the Urban Land Institute and the Women's Transportation Seminar. She received her B.A. degree from Connecticut College in government and history, and her J.D. degree, with honors, in environmental law concentration from Boston University School of Law. In 2002, Boston University School of Law awarded Ms. Moynihan with the Young Lawyers Chair, which is given annually to the alumnus who, within 10 years of graduation, has demonstrated outstanding performance in their professions. She can be reached at [cmoynihan@rc.com](mailto:cmoynihan@rc.com).

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