

Kent Law Society

Ian Quayle presents: Conveyancing Webinars

12.10.21 11-12 The Terrible Truth About Conveyancing Clients - the retainer, effective communication, and preventing claims and complaints

This webinar is aimed at residential conveyancers at all levels and of all levels of experience. It will explore using practical examples and real life scenarios how to deal with clients concentrating in particular in dealing with demanding and unreasonable clients who it seems to be are more commonly encountered these days .

It will explore –

- On boarding clients and setting realistic client expectation.
- Effectively communicating with clients
- Identifying common grounds for complaint
- Strategies for dealing with difficult clients
- Complaint handling – tips and traps when faced with a justified and unjustified complaint

Extensive notes will be provided and there will be an opportunity for delegate questions .

This webinar will be delivered by Ian Quayle an experienced speaker who has delivered over 1800 webinars and training courses covering a variety of topics over many years.

25.10.21 1-2pm Ten Good Habits and Residential Leases - tips and traps

This webinar is aimed at residential conveyancers at all levels and of all levels of experience.

It will explore the following issues –

- Key clauses to check in residential leases
- Dealing with difficult landlords
- Problems with ground rent
- Service charge issues and dealing with service charge accounts
- Advising clients about leasehold ownership

Extensive notes will be provided and there will be an opportunity for delegate questions .

This webinar will be delivered by Ian Quayle an experienced speaker who has delivered over 1800 webinars and training courses covering a variety of topics over many years.

1.11.21 1-2 Due Diligence in Residential Conveyancing - Acting for the buyer - searches, enquiries, inspection, survey and valuation

This webinar is aimed at residential conveyancers at all levels and of all levels of experience.

It will explore the following issues –

- What is due diligence ?
- Reporting on Searches and Enquiries
- The need for survey and valuation
- Tips and Traps on client inspection
- The provision of information , explanation and advice to residential clients Providing information

Extensive notes will be provided and there will be an opportunity for delegate questions .

This webinar will be delivered by Ian Quayle an experienced speaker who has delivered over 1800 webinars and training courses covering a variety of topics over many years.

11.11.21 2-3pm Ten Good Habits and Commercial Leases

This webinar is aimed at commercial property lawyers conveyancers at all levels and of all levels of experience.

It will explore the following issues –

- Using heads of terms
- Dealing with unrepresented tenants
- Land Registration issues
- Key clauses in commercial leases (an overview)
- Service charge problems

Extensive notes will be provided and there will be an opportunity for delegate questions .

This webinar will be delivered by Ian Quayle an experienced speaker who has delivered over 1800 webinars and training courses covering a variety of topics over many years.

15.11.21 1-2pm Effective Reporting on Title in Commercial Transactions

This webinar is aimed at commercial property lawyers conveyancers at all levels and of all levels of experience.

It will explore –

- Due diligence in commercial transactions , searches , enquiries and client inspection.
- The content of the Report an overview
- Limitations and Exclusions
- An examination of recent case law

Extensive notes will be provided and there will be an opportunity for delegate questions .

This webinar will be delivered by Ian Quayle an experienced speaker who has delivered over 1800 webinars and training courses covering a variety of topics over many years.

23.11.21 2-3pm Avoiding Negligence Claims and Client Complaints in Residential Conveyancing

This webinar is suitable for all residential conveyancers at all levels and experience. It will explore –

- Areas of claim in freehold transactions
- Areas of claim in leasehold transactions
- How to prevent claims and complaints
- Effective communication with clients

Extensive notes will be provided and there will be an opportunity for delegate questions .

This webinar will be delivered by Ian Quayle an experienced speaker who has delivered over 1800 webinars and training courses covering a variety of topics over many years.

Venue: Zoom

CPD: 1 hour per webinar

Fee: £50 plus VAT Member

£65 plus VAT Non Member