



**ICSC+LAW SYMPOSIUM OH/KY/IN/MI/PA**  
**Hilton Columbus/Polaris, Columbus, OH**  
**March 6- 7, 2025**

## **ICSC+LAW SYMPOSIUM OH/KY/IN/MI/PA**

**Hilton Columbus/Polaris**

**Columbus, OH**

**Friday, March 7, 2025**

**1:40 pm - 2:40 pm**

**Concurrent Session III: B. What's Going On: Updates, Trends and Hot Topics in the Legal Industry**

Moderator:

**ANGELA CECCARELLI**

Partner

Thompson Hine LLP

Panelists:

**MADELINE MCGRANE**

Assistant General Counsel

Washington Prime Group

**SUSAN CORNETT**

Partner

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**SHELBIE HARVEY**

Senior Managing Associate

Thompson Hine LLP



## **Concurrent Session III: B. What's Going On: Updates, Trends and Hot Topics in the Legal Industry**

Whether it is pandemics, natural disasters or changes in leadership, the last few years have presented a number of unique challenges to the real estate industry that we have been forced to navigate (some successfully and others maybe not so much). Join this interactive discussion with seasoned attorneys and gain insights about the challenges and trends for the legal industry as well as strategies to keep up with these changing times.

- I.       DOCUSIGN AND REMOTE ONLINE NOTARIZATION
- II.       DEAL TERMS & CONDITIONS IN PURCHASES AND SALES
  - A.       Floors and caps
  - B.       Representations & warranties
  - C.       Indemnities and guaranties
- III.       CORPORATE TRANSPARENCY ACT
  - A.       Brief summary
  - B.       Filing requirements to date
  - C.       Changes to purchase contracts
  - D.       Pending legal actions
- IV.       FINANCING TRENDS
  - A.       Loan Assumptions
    - 1.       Timing & responsibilities
    - 2.       Addressing in purchase contracts
  - B.       Interest rates
- V.       TRENDS IN WORK ENVIRONMENT
  - A.       In person, remote or hybrid
  - B.       Positives & pitfalls
- VI.       LEGAL FEE ARRANGEMENTS
  - A.       Volume discounts
  - B.       Dead deal rates
  - C.       Fixed fees
- VII.       USE OF AI AND DOCUMENT MANAGEMENT SYSTEMS
  - A.       Positives & pitfalls
  - B.       Security & ethical issues
- VIII.       NOTICE REQUIREMENTS UNDER PURCHASE CONTRACTS AND LEASES