

Paul D. Beitlich specializes in real estate, real estate development, banking, foreclosures and collections, workouts, REO, real estate based and commercial lending and real estate title law, and he represents several private developers and financial institutions. Mr. Beitlich received his undergraduate degree from the University of Wisconsin at LaCrosse with Highest Honors in May of 1979. He received his Juris Doctorate degree with Honors from the University of Florida College of Law in May of 1982. In addition to his academic achievements in law school, Mr. Beitlich was an editor, instructor and advisor to the Appellate Advocacy Board of Supervisors, at the University of Florida Law School.

Mr. Beitlich has extensive experience in the handling of large real estate transactions and in the document preparation and the closing of large commercial real estate sales and acquisitions, as well as large loans on behalf of several lending institutions. In addition, Mr. Beitlich has been involved in the closing and issuance of over a billion dollars as title insurance agent for Chicago Title Insurance Company, Attorney's Title Insurance Fund, Stewart Title, Ticor Title Insurance and others.

Mr. Beitlich commenced his practice of law in Sarasota, Florida, in 1982, with the law firm of Williams, Parker, Harrison, Dietz & Getzen. In October of 1983, Mr. Beitlich accepted a position with Siemon, Larsen & Purdy in their Chicago, Illinois office. After passing the Illinois bar exam in February of 1984, Mr. Beitlich practiced primarily corporate and securities law and banking and savings and loan law in Chicago which provided exposure to larger and more complex business transactions and mergers, real estate transactions as well as large loan closings, regulatory work and related matters for Chicago based corporate clients and financial institutions on a nationwide basis. In January of 1987, Mr. Beitlich was elected into partnership in the law firm of Siemon, Larsen, Mattlin & Purdy, at which time he was practicing out of their Sarasota, Florida office. In March of 1988, the Sarasota, Florida office of Siemon, Larsen, Mattlin & Purdy merged with the Sarasota-based law firm of Icard, Merrill, Cullis, Timm, Furen & Ginsburg, P.A., and Mr. Beitlich assumed his new position with this firm as a partner working in the real estate department. He currently holds the position of Senior Counsel.

Mr. Beitlich is the founding director of and represents First America Bank. He also represents Orion Bank in the Sarasota area, and he now serves as local counsel for Northern Trust Bank and Busey Bank. He serves as Florida counsel to out-of-state institutions, including Household Commercial Finance Co., Chicago, Illinois, and The Royal Bank of Canada, along with several regional business and general contractors. These clients provide work in the areas of business and commercial law, real estate transfer, development and loan documentation and closings, foreclosure work and extensive title search and title insurance work. In addition, Mr. Beitlich represents several local real estate developers and

several local and regional building contractors, and he works with them in both the residential and commercial real estate areas.

Mr. Beitlich performs legal work for the Prime Care Group of Indianapolis, Indiana. Prime Care has acquired and/or sold, with Mr. Beitlich's assistance over the past five years, eight large groups of nursing care facilities nationwide from Marriott Corporation, Sunrise and others. Mr. Beitlich assisted Prime Care in these acquisitions and sales/finance closings in excess of \$850 million with Duetsche Bank (DMG) of New York and other national Lenders. These acquisitions and refinances are scheduled to continue into 2007 and beyond.

Mr. Beitlich is a member of the Florida and Illinois Bars, and is admitted to practice before the U.S. District Court for the Middle District of Florida, the Northern District of Illinois, as well as the Eleventh Circuit of the U.S. Court of Appeals. He is a member of the Sarasota County Bar Association and the Chicago Bar Association. He is also a member of the Real Property, Probate and Trust Law Section of the Florida Bar as well as the Real Estate Section and Corporate Banking Sections of the American Bar Association. In 1991 he became one of 165 Florida attorneys to have earned board certification in real estate law by the Florida Bar. He has served as guest lecturer for Bar and Board of Real Estate sponsored seminars, speaking primarily in the area of business contracts, lending, title insurance and real estate transactions. He also served six years as one of four attorneys on the Sarasota Realtor-Attorney Joint Committee, and he is a 1989 graduate of the Leadership Sarasota Program.

In 2006, Mr. Beitlich was listed in the *Florida Super Lawyers* publication in the field of real estate law. Also, in September 2006, Mr. Beitlich was listed as one of thirty "Sarasota Super Lawyers" by the same publication. In February of 2007, he was named Alumni of the Year by the University of Wisconsin - LaCrosse.

Practice Areas

Real Estate

Land Development

Business Entities (Corps, LLCs, Partnerships)

Landlord and Tenant

Lending and Commercial Transactions

Education

University of Wisconsin at LaCrosse

University of Florida School of Law

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