

GREATER HARRISBURG



REALTORS®
INSTITUTE

BUYER AGENCY—AN ADVANCED RISK REDUCTION MODULE

Instructor: James Goldsmith, Esq.

***Approved for 3.5 hours PA Real Estate Continuing Education
Credit for the 2008-2010 cycle.***

Date:

Wednesday, February 17, 2010
Wednesday, May 19, 2010

Place:

GHAR Office
424 N. Enola Drive, Suite 1
Enola, PA 17025

Time:

8:30 a.m.– 12:00 p.m.

Registration opens

30 minutes before class start time.

Cost: \$45.00

Register:

Phone: (717) 364-3205

Fax: (717) 364-3206

MEMBERS ONLY: Register online
at www.ghar.info

It was once true that most suits against real estate licensees were brought by unhappy buyers against sellers and listing agents. Times are changing and malpractice claims against buyer agents are becoming more prevalent. When buyers fall victim to unforeseen problems, such as use restrictions, plumbing failures or mold, they look to someone to provide the fix. Learn to better educate your buyers, while at the same time reducing the likelihood of having to make that dreaded call to your malpractice insurer.

Real Estate Professionals will learn:

- Understand the role of a buyer agent during the main phases of a transaction: pre-contract, executory period, settlement and beyond.
- Understand the buyer agent's role in directing the due diligence process.
- Better understand the contracting process from the buyer's point of view.
- Understand the agent's role in the inspection process.
- Eliminate the likelihood of professional negligence claims.

***REGISTRATION CLOSSES AT CLASS START TIME AND
YOU MUST BE SEATED AT THAT TIME IN ORDER
TO RECEIVE CREDIT FOR THE COURSE.***

NOTE: At the time a GHAR member registers for a class, he assumes payment responsibility for that class. GHAR members may pay tuition (class fees) at the door. **Non-members must pay at time of registration.** Tuition must be paid in full prior to the start of a class. Tuition payments are refundable if 48 hour cancellation notice is given. If a student leaves after a class begins, no portion of tuition is refunded. Students must have registered, paid for class, and be seated at the advertised class start time in order to be admitted to the class. Late arrivals will not be seated, and will not be entitled to a refund. If the School finds it necessary to cancel the entire course, the full dollar amount of any payment will be promptly refunded. If the School cancels a portion of the course, the unused portion of the tuition may be credited towards a future course or refunded. No portion of the tuition will be refunded after class day begins.

In order to better accommodate your needs, please be sure to notify us in advance, if you have any disability which will require special auxiliary aids and/or services at this event. Payments to the Greater Harrisburg Association of REALTORS® are not deductible as charitable contributions for Federal Income Tax purposes; however, such payments may be deductible as ordinary and necessary business expenses.

Earn your CE credits today. The current cycle ends May 31, 2010!