

GREATER HARRISBURG



REALTORS®
INSTITUTE

AN ADVANCED ANALYSIS OF RESIDENTIAL LICENSEE'S DUTIES

Instructor: Jim Goldsmith, Esquire

Date:

Wednesday, April 18, 2012

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

This course is designed to provide students with a system for recognizing the legal and contractual duties owed to customers of residential real estate services. The recognition of the duties and the tasks to be undertaken by licensees cannot be satisfied by rote memorization. It is important to analyze each step of the transaction on a case-by-case basis to assure appropriate representation and the consumer's protection.

Real estate professionals will learn about:

- The duties of licensees
- Defining specific duties and tasks associated with the transaction
- The Pre-Agreement of Sale
- Drafting/Negotiating the Agreement of Sale
- The Executory Period
- Closing
- Your post-settlement role
- Problem areas
- Standard risk reduction techniques

***Approved for 3.5 hours PA Real Estate Continuing Education Credit
for the 2010-2012 cycle.***

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

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, 2012!