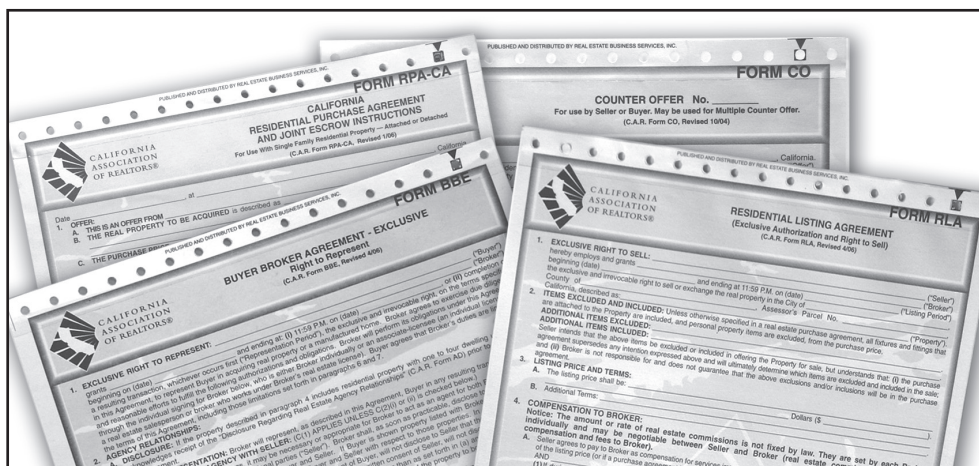


# CONTRACT ESSENTIALS



It is important that every real estate agent, whether they are representing the buyer or the seller, have a thorough understanding of the forms they are using in a real estate transaction. This course, taught by a real estate Broker/Attorney, will give students detailed information on the four basic contract agreements that residential real estate agents work with on a daily basis.

## PROFESSIONAL ADVANTAGE

Receive a thorough understanding of the forms used in a real estate transaction, including:

- The Residential Listing Agreement
- The Buyer Broker Exclusive Agreement
- The Residential Purchase Agreement
- The Counteroffer Agreement

## COURSE TOPICS

- Completing each contract
- Answering questions regarding the provisions
- Overcoming objections that might arise
- Understanding basic contract principles and remedies available to a party if the contract is not properly performed

## LOCATION KEARNY MESA SERVICE CENTER

### Instructor:

Ed Estes, Esq., GRI, CCIM, CRB, ABR

**Friday, April 26, 2013**

### Time:

8:00 a.m. — 5:00 p.m.

### Check In:

15 minutes prior to start

### Location:

SDAR KEARNY MESA SERVICE CENTER  
4845 Ronson Court, San Diego, CA 92111

### Price:

RMS Members .....\$69  
REALTOR® Plus Members ..... \$75.65  
SDAR REALTORS® .....\$89  
All Others .....\$105

**Sponsor #:** 0282

**Credit:** 8 Consumer Protection

**Register online** [www.sdar.com](http://www.sdar.com)

☐ **Yes, sign me up for Contract Essentials**

☐ **Yes, I have read the Cancellation Policy. Initial** \_\_\_\_\_

**EARN 8 Consumer Protection DRE Credits!**



Name: \_\_\_\_\_ Member #: \_\_\_\_\_ Phone: \_\_\_\_\_

☐ Home ☐ Office Address: \_\_\_\_\_ E-mail: \_\_\_\_\_

☐ Check ☐ Visa ☐ MasterCard ☐ Discover ☐ AmEx Card#: \_\_\_\_\_ Exp: \_\_\_\_\_

Amount: \_\_\_\_\_ Signature: \_\_\_\_\_



**Return to: Greater San Diego Association of REALTORS® • 4845 Ronson Court, San Diego, CA 92111 • Phone: (858) 715-8040 • Fax: (858) 715-8090**

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