

RISK MANAGEMENT

Get Acquainted with Other Contracts Beyond the RPA

COURSES

SDAR'S KEARNY MESA
SERVICE CENTER4845 Ronson Court
San Diego, CA 92111Instructor:
KENT SHARP, ESQ.

Kent Sharp is principal owner of La Jolla Law Group, PC, which provides agents and brokers with risk management services. He has created policies and procedures that assist his clients in reducing claims and lawsuits. Sharp was formerly in-house counsel for IBSC Insurance Services and panel attorney for American Equity Specialty Insurance Company, Travelers Insurance, and Hartford Insurance.

This Course Qualifies for Your



See Back Side

TWO-DAY SESSION

Monday, June 23, 2014
Tuesday, June 24, 2014
9:00 am - 3:00 pm

Take a detailed look at real estate contracts you might need in your transactions, and learn the major differences between these and the California Residential Purchase Agreement (RPA).

Real estate attorney Kent Sharp will give you the basic information you will need to know when confronted with these contracts.



TOPICS COVERED

- Residential Income Purchase Agreement
- Vacant Land
- Probate
- Manufactured and Mobile Homes
- Option Agreement

CalBRE Credit: 10 Consumer Protection
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\$150
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REALTOR® Plus

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RETURN TO:

Greater San Diego Association of REALTORS®
4845 Ronson Court, San Diego, CA 92111
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By signing, you are confirming that you have read, understand, and agree with our cancellation policy below.

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Agent Essentials

Kick-start your real estate career! This program is perfect for new and seasoned agents to sharpen their skills.

- Includes 5 agent classes (\$200 value)
- Learn the fundamentals of:
 - Business Planning & Goal Setting
 - Building a Successful Business Model
 - Real Estate Sales Techniques
 - Effective Communication
 - Escrow, Title and Lending

SDAR Members: \$150 Save \$50
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- Attend our Spring or Fall Extravaganza's (\$200 value)
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- Earn up to 57 CE units

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Risk Management Specialist

Consumers want fast, easy transactions and contracts can take time and get messy.

Protect yourself and your transactions by becoming a Risk Management Specialist.

- Includes 22 classes, such as:
 - Conquering Contracts
 - When in Doubt... Disclose, Disclose, Disclose!
 - 26 Ways to Avoid Lawsuits
- Earn up to 49 CE Units

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Designations & Certifications

Earn any of the following designations or certifications:

- ABR- Accredited Buyer Representative
- CID- Certified Condominium Specialist
- MRP- Military Relocation Specialist
- SRES- Seniors Real Estate Specialist
- SRS- Seller Representative Specialist
- SFR- Short Sale & Foreclosure Resource
- Earn up to 52 CE units

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☐ **Risk Management Specialist**

☐ **Designations & Certifications**

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