

RISK MANAGEMENT

Contract Essentials & the
CA Residential Purchase Agreement

COURSES

CalBRE Credit: All Day - 8 Consumer Protection
Afternoon - 3 Consumer Protection
CalBRE Sponsor #: 0282

SDAR'S SOLANA BEACH
SERVICE CENTER

981 Lomas Santa Fe, Suite E
Solana Beach, CA 92075



Instructor:
ED ESTES, JR., ESQ.
CCIM, CRB, GRI, ABR

Ed Estes has been an attorney at law since 1983 and a real estate broker since 1984. His law practice has emphasized general business, real property and land use law, with particular attention on dispute prevention and resolution. He is a C.A.R. master instructor and an accomplished community college instructor.

This Course Qualifies for Your



See Back Side

ALL-DAY or AFTERNOON SESSION

Friday, March 7, 2014

8:00 am - 5:00 pm (afternoon 2:00 pm - 5:00 pm)

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.

CONTRACTS COVERED

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

RPA TOPICS COVERED

(afternoon session)

- Understanding statutory disclosures
- Defining contingencies
- Controlling liability
- Compensation
- Confirmation of acceptance
- Understanding the terms of the contract



REGISTER: www.SDAR.com/education

ALL-DAY PRICES:
(Afternoon-only prices in parentheses)

\$65 (\$25)
RMS Members

\$75.65 (\$41.65)
REALTOR® Plus

\$89 (\$49)
SDAR MEMBERS

\$105 (\$69)
ALL OTHERS

CLASS ID:
RAP 14030701

CONTACT INFORMATION

NAME _____ PHONE () _____

ADDRESS _____ ☐ HOME ☐ OFFICE

CITY/STATE/ZIP _____ E-MAIL _____

PAYMENT INFORMATION

_____ \$ _____

☐ CHECK ☐ VISA ☐ M/C ☐ DISCOVER ☐ AMEX EXP. DATE AMOUNT

MEMBER # _____



RETURN TO:

Greater San Diego Association of REALTORS®
4845 Ronson Court, San Diego, CA 92111
Education@sdar.com
Fax: (858) 715-8088 | Phone: (858) 715-8040



By signing, you are confirming that you have read, understand, and agree with our cancellation policy below.

Cancellation Policy: Reservations for programs requiring payment will not be processed until payment is received. If you must cancel your reservation, a full refund will be issued if cancellation is received, in writing, three (3) business days prior. SDAR reserves the right to cancel or reschedule any program. If cancellation occurs, SDAR will issue a full refund. In the event of rescheduling, SDAR will send immediate notification and transfer all reservations (including payments) to the new date. **CalBRE Credit:** Identification is required to receive credit. Type of identification accepted: Current CA Driver's license, CVC 13000 ID, other ID less than 5 years old including photo, description, signature and identification number. To receive CalBRE credit for this course, you must pass the exam with a minimum of 70% correct. A minimum of 90% attendance is required to receive credit.



SAVE ON CLASSES ALL YEAR LONG!

Benefit from a Flat Rate for Education

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
Non Members: \$250 Save \$25

Continuing Education

Are you up for license renewal? Earn all of the continuing education (CE) units you need.

- Attend our Spring or Fall Extravaganza's (\$200 value)
-Earn 45 CE units in 5 days!
- Free featured monthly class (\$300 value)
- Includes 26 classes
- Earn up to 57 CE units

SDAR Members: \$250 Save \$250
Non Members: \$500 Save \$250

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

SDAR Members: \$700 Save \$470
Non Members: \$1,000 Save \$605

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

SDAR Members: \$1,000 Save \$265
Non Members: \$1,300

☐ **Yes, sign me up for the Prepaid Professional Development Pass**

Choose Your Pass:

☐ **Agent Essentials**

☐ **Continuing Education**

☐ **Risk Management Specialist**

☐ **Designations & Certifications**

Name: _____ Member #: _____ Phone: _____

Address : _____ E-mail: _____

Payment Information: ☐ Visa ☐ MasterCard ☐ Discover ☐ AmEx ☐ Check # _____

Card#: _____ Exp: _____

Amount: _____ Signature: _____

Return to SDAR: 4845 Ronson Court, San Diego, CA 92111 • Email: Education@SDAR.com • Fax: 858 715-8090

Disclaimer: Not all classes qualify. Check with member services for class eligibility. Please note: some CE units are pending approval.