

RISK MANAGEMENT

Get Acquainted with Other Contracts Beyond the RPA

COURSES

SDAR'S SOLANA BEACH
SERVICE CENTER981 Lomas Santa Fe, Suite E
Solana Beach, CA 92075Instructor:
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

PREPAID
Professional
Development
PASS

See Back Side

TWO-DAY SESSION

Thursday, November 13, 2014
Friday, November 14, 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
RMS Members

\$159.80
REALTOR® Plus

\$188
SDAR MEMBERS

\$206
ALL OTHERS

CLASS ID:
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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



GREATER SAN DIEGO ASSOCIATION OF REALTORS®
The Trusted Voice of San Diego Real Estate

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
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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
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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

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

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

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☐ **Agent Essentials**

☐ **Continuing Education**

☐ **Risk Management Specialist**

☐ **Designations & Certifications**

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