



SALES CONTRACTS - GRI COURSE # 502

Not working on your GRI designation? This course is still for YOU!

Thursday, September 21, 2017

9 am – 4:30 pm

Instructor: Tim Vohar

EARLY BIRD PRICING THROUGH THURSDAY, SEPTEMBER 14, 2017

- ✓ Sales Contracts
- ✓ Deposits
- ✓ Title Insurance
- ✓ Disclosure Forms
- ✓ Contingencies

Forms and contracts are all the same, right? Think again! You might be able to find, market, and showcase a home, but can you close the deal? This course will provide guidance and tactical skills for writing and presenting a variety of real estate agreements, such as sales contracts, deposits and title insurance. This course will also cover, in detail, disclosure forms and contingencies associated with the sales contracts. It will give students hands-on experience with the basics of sales contracts along with the best ways to serve and protect their clients.

CE Approved: 6 Hours Real Estate Contracts for CE; 6 Hours Contract Writing for PL

This course is one of ten (10) courses from the Virginia REALTOR® Institute Program.

Minimum: 15

Name: _____

Firm: _____ Phone: _____

Address: _____

City: _____ State: _____ Zip: _____

Email Address: _____

Local Association (if not a member of WAAR): _____

Class Fee: _____ \$85 early bird through Thursday, September 14, 2017 _____ \$95 after September 14, 2017

_____ \$60 education credits only (class does not apply towards GRI designation)

Charge: Visa MasterCard Discover or Check payable to WAAR for \$ _____

Card # _____ Exp. Date _____ Amount \$ _____

Signature _____

I agree to the refund policy as well as the school policies. _____ Initial

Registration Policy: Registration fees must be paid in full prior to admittance to the class.

Cancellation/Refund Policy: Refunds will be given only if written notice of cancellation is received at least three (3) business days prior to the class. Cancellations received within 3 days of the class do not qualify for a refund.

No Show Policy: No shows will be required to pay the full registration fee. No credit(s) will be extended for substitute class registrations.

Disability: Please notify us in advance if you have a disability that requires special services.

NOTE: Opinions and information delivered in all WAAR courses should be confirmed as compliant with the student's company policy before including in business practices.

WAAR members may register at www.WAARrealtor.com

Fax or email registration form to 253-1559 or Rita@WAARrealtor.com

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