

3.0 HOURS ***"Is this really your highest and best?"***

Contract Negotiations (handling multiple offer situations ethically)

This class starts with a review of issues that can raise red flags or even kill a deal just based on the parties involved. Discussions will cover other negotiation standpoints that may be considered, including both buyer and seller perspectives on handling Assignment, Amend Extends, inspection negotiations and seller concessions from inspection issues, how to resurrect a dead contract, understanding purchase agreement addendums, pre qual vs preapproval vs loan application, Third Party transactions (1031, etc.). Then the class will delve into the complexities of Multiple Offer and working with your client and learn how to approach these in a very methodical manner to reduce liability and reduce frustration on the part of our clients. situations as well as working in a variable rate commission scenario. We will look at actual examples that have occurred to explore the ethical implications, broker communications.

3.0 HOURS **Disclosure and Inspection: Are you Truly Protecting Yourself or Your Client?**

In today's market, brokers are so busy that more and more things fall between the cracks. One of the biggest areas that causes liability is lack disclosure and not handling the inspection process properly, resulting in complaints and lawsuits. There is a lot of misunderstanding of what a broker should be doing and the proper ways in which inspection / inspection issues should be handled and it is one of the least covered areas in real estate education. Don't be left exposed! **This course will help you learn ways to properly:** Disclose material defects when the seller doesn't complete the Form 17 fully, Understand how to avoid slandering a property and damaging your buyer or seller, Make disclosure to the opposing party, Properly Handle Inspections (it probably is NOT what you have been doing!), Handle Resolutions and Concessions or other creative options.

DATE September 27, 2019

TIME Multiple Offers: 8-30 a.m.—11:30 a.m., Disclosure: 12 p.m.—3 p.m.

LOCATION Yakima Association of REALTORS® Office, 2707 River Road

**INSTRUCTOR
JOHN GILLAM**



John Gillam is a real estate Instructor in multiple states. He is a Supervising Broker of a firm in Colorado and a Qualified Broker for an office in New Mexico. John has been a real estate instructor since 2005 and has always taught from a Broker's perspective to help reduce liability. As an active Broker, he is fully aware of the issues Brokers / Agents face on a daily basis. Through teaching in a variety of markets, he is able to offer an array of options for Brokers to overcome many of the common practices that lead to complaints and liabilities. John brings experience in general residential, farm ranch, resort, commercial as well as leasing and property management. John is also a Community Association Manager licensed instructor in CO.

Both classes before 09/23/19: \$80

Both classes after 09/23/19: \$90

A single class before 09/23/19: \$45

A single class after 09/23/19: \$50

"Multiple Offers/Disclosure and Inspection" - Yakima Association of REALTORS® Building

Name _____ Firm _____

email: _____ Cell Phone _____

NRDS # _____ Which classes? Multiple Offers _____ Disclosure _____

Please make checks payable to Y.A.R. Payment may be mailed to: YAR · 2707 River Rd. · Yakima, WA 98902

To pay by credit card, please provide the following information:

Name as it appears on Credit Card: _____ Expiration Date: _____

VISA/MC Card #: _____ 3-Digit Code on Back of Card _____

Credit Card Billing Address: _____ Billing Zip Code _____

NOTE: PAYMENT MUST ACCOMPANY REGISTRATION. REGISTER ONLINE AT YARMLS.COM.

CANCELLATION POLICY: full refund up to 9/23/19. 50% refund up to 12:00 noon on 9/26/19 Classes may be cancelled due to lack of participation. **It is the student's responsibility to confirm Y.A.R. received your registration. Thank you!**