

Completing an Effective Purchase/Sales Contract

CREDITS
4 CE

REAL ESTATE CONTRACT

This contract becomes valid when signed and dated by all parties. It becomes a legally binding legal instrument unless canceled or rescinded by either party. You may choose to consult an attorney before signing this contract. Purchaser and Purchaser agent

The sales contract is the ultimate destination, do you know how to get there?

The Sales Contract is the culmination of the REALTORS® expertise with the customer's binding agreement. This course was designed for REALTORS® to polish up their process of completing a contract from the first word to the last signature. You will also learn to view the contract as more than just an official document. Utilizing study groups and role reversal, this course puts the power of the Purchase and Sales Contract back in the hands of the REALTOR®.

This course will help you:

- Understand how to minimize incidence of litigation
- Explore the rationale behind why consumers occasionally back out of deals
- Understand how to successfully bring hesitant customers back to the closing table
- Explain the agreement to a customer, identify the proper timing of execution, and use of appropriate disclosures



December 4, 2015

9:00 a.m. - 1:00 p.m.

Check-in begins at 8:30 a.m.

Orlando Regional REALTOR® Association
1330 Lee Road, Orlando, FL 32810

ORRA Members: FREE; Non-ORRA Members: \$15
No On-Site Registration Permitted; No Show Fee: \$25

Business casual attire requested for education programs.
Registration options and policies on reverse.

Course Provided by Florida REALTORS®

Instructor



Cynthia DeLuca

After receiving her real estate license, she went on to receive her broker's license, ABR designation and GRI designations, CIPS, FMS and CAM license. She is Broker/Owner of Total Realty Corp. with 5 offices located in Volusia and Seminole Counties that concentrate mainly on residential sales and property management. She has been an instructor for many continuing education courses and has written dozens of courses for the Florida REALTORS®, the National Association of REALTORS®, and various other states. Cynthia has been featured in both the Florida REALTOR® magazine and National REALTOR® magazine.

Register at www.orlandorealtors.org

407.513.7268 Fax: 407.513.9120 education@orlandorealtors.org





Stand out by earning your GRI designation.

The Graduate REALTOR® Institute (GRI) program is designed to enhance your knowledge of real estate marketing and teach you skills that will set you apart from the competition. Completion of the GRI 100, 200 and 300 Series (seven 2-day modules) will earn you one of the industry's most respected professional designations. You have five years to complete all three GRI Series.

The GRI 100 series:
Standards of Practice
February 11-12, 15-16, & 18-19, 2016

The GRI 200 series:
Essential Real Estate Techniques
April 11-12 & 14-15, 2016

The GRI 300 series:
Real Estate Specialties
June 13-14 and 16-17, 2016

Learn more at www.orlandorealtors.org



Register today

Register me for the **Completing an Effective Purchase/Sales Contract** course on Friday, December 4, 2015.

ORRA member – FREE
(ORRA REALTOR® and Affiliate members only)

ORRA member on-site –
(Not Permitted For This Class)

Non-ORRA member – \$15
(member of other REALTOR® association or licensed salesperson of ORRA Broker member)

Non-ORRA member on-site –
(Not Permitted For This Class)

Attendee Name _____

Member Number _____

Phone () - _____

E-mail _____

Payment Method:

Check # _____ (Payable to ORRA)

Broker Account (ORRA members only. Broker approval required.)

VISA MasterCard American Express Discover

Credit card # _____ Expiration / _____

CVV Code (Security Code): _____

Credit card charge signature OR broker signature for broker approved account charge _____

Initial _____ I agree to the terms of the cancellation and attendance policy referenced below.

Special disabilities accommodated with advance notice.
Courses not open to the general public unless otherwise noted.

Policies

CANCELLATIONS/NO-SHOWS

\$25 fee for free classes or forfeiture of registration fee for cancellations within 3 days of course date or for no shows.

ATTENDANCE

To receive CE credits for any Continuing Education course, participants must:

1. Be physically present for the entire program from beginning to end;
2. Sign any/all morning or afternoon attendance sheets; and
3. Refrain from using cell phone and e-devices except during designated break times.

LOCATION

Orlando Regional REALTOR® Association, 1330 Lee Road, Orlando, FL 32810
(unless otherwise noted on the front of this form)

CONTACT US

Phone: 407.513.7268 Fax: 407.513.9120 E-mail: education@orlandorealtors.org