

FORMATION OF A **REAL ESTATE** TRANSACTION



UNLOCKING THE RPA

As one of most important documents in a real estate transaction, this client-focused class dealing with the Residential Purchase Agreement (RPA) may be one of the most important you will take. The class delves into the RPA to help you better understand the document you are asking your clients to sign.

IN THIS 7 HOUR CLASS YOU WILL LEARN:

- Basic contract law and preliminary considerations
- Remedies when purchases or sales go awry
- Forms that correspond with the RPA and their proper use
- Contingencies and removal
- Cash offers
- Disclosures related to the RPA
- Closing
- Dispute resolution
- Commissions/procuring cause
- MLS and Commissions
- Code of Ethics and Commissions
- Procuring Cause issues
- Using the RPA and the Listing Agreement
- Dealing with a Complaint
- Cancellation of Listings
- Short sales
- Real estate regulation issues and the CalBRE

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OR CALL (714) 245-5500

INSTRUCTOR:

JOHN GIARDINELLI

John Giardinelli has been a practicing attorney since 1977 and is a principal of The Giardinelli Law Group, APC. His law firm focuses on real estate, business law, and employment law. John represents Associations of REALTORS®, administers several professional standards programs, has taught real estate classes for a California State University, & testifies as an expert witness.

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