

DISCLOSURES & **RISK** MANAGEMENT



The course will guide the agents through all the mandatory disclosures required in California and how manage Risk in today's litigation environment. We will review all of the C.A.R. forms, review the language, and learn how to complete the forms. We will discuss the industry standards and legal duties of agents and how to handle difficult disclosure situations.

THIS FOUR HOUR CLASS INCLUDES, AMONG OTHER THINGS:

- All of the required disclosures needed to comply with both California law and the C.A.R. Residential Purchase Agreement form
- Forms and language used in complying with the laws
- Marketing tips
- Advice on how to deal with difficult disclosure situations
- Recognizing the Origins and Types of Risk
- Agency and Breach of Fiduciary Duty
- Duty of Honesty and Fair Dealing
- Impact of the Code of Ethics
- Negligence/Standard of Care
- Duty of Broker to Clients
- Duty of Broker and Selling Agent to Third Parties
- Documenting Files
- Insurance and Handling Claims

PWR
EDUCATION
PRODUCTIVITY

\$35 TO PWR MEMBERS
\$45 NON-MEMBERS

9 AM – 1 PM

ANAHEIM

OCTOBER 31

LONG BEACH

MARCH 29

SEATING IS LIMITED!

REGISTER ONLINE

WWW.PWR.NET

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 several Associations of REALTORS®, administers several professional standards programs, is an instructor of Professional Realty Institute (GRI), has a real estate class for a California State University, & testifies as an expert witness.

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