

CONTINUING EDUCATION CLASSES

Hosted by Cheryl King

Contract Change Classes

- GAR Forms: New Year Revisions or GAR Forms: What Changed? (Used in alternating years)

Contract Classes

- Back to Basics: In-Depth Contract & Most Common Pitfalls
- Navigating New Construction
- Sizzlin' Stips: Special Stipulations
- Contracts: Exhibits & Addenda
- Residential Leases
- Show Me The Money: Financing & The GAR Contract
- GAR Lot & Land Purchase and Sale Agreements

Specific Topics

- Fair Housing Fun
- Disclosures, Inspections, Repairs - Oh, My!
- Commercial Real Estate: A Primer for the Residential Agent
- Renovation Lending: Adding Another Tool to Your Toolbelt
- BRRETA: Brokerage Relationships in Real Estate Transactions Act

Required Classes

- License Law
- REALTOR® Code of Ethics

Other Classes

- Avoiding Closing Killers: Getting from Contract to Closing
- Hot in Here: Death, Divorce & Other Matters Affecting Title
- The S'more You Know: Negotiating to Win
- Cyber Security for Real Estate Agents
- Choose Your Own Adventure: An Interactive Look



CONTINUING EDUCATION CLASSES

Hosted by Cheryl King

COURSE DESCRIPTIONS

GAR Forms: New Year Revisions or GAR Forms: What Changed?

(Used in alternating years)

A review of the changes made to the latest GAR Forms, emphasizing not only what changed, but why the changes were made. Everything you need to know to shine in the new year!

Back to Basics: In-Depth Contract & Most Common Pitfalls

A comprehensive review of the GAR contract with a focus on the changes made in the latest revised contract and reasons for the changes. We focus on how to complete each section correctly to best protect your client. We include a brief review of other related forms such as brokerage agreements, disclosure statements, financing forms, contingency exhibits, amendments, and much more.

Navigating New Construction

Understanding the differences between the GAR New Construction Purchase and Sale Agreement and other new construction contracts is essential. Important differences include: the financing contingency, construction deposits, earnest money, the condition of the property, termite inspections, walk-throughs, and much more. This course will include a review of related forms and the Special Stipulations commonly used with new construction.

Sizzlin' Stips: Special Stipulations

We discuss the available GAR Special Stipulations as well as the Who, What, When, Where, Why, and How of writing a stipulation. Cheryl King will provide her favorite stipulations and how best to write your own.

Contracts: Exhibits & Addenda

We discuss the GAR Exhibits, including when and how to use each of them. These include: financing exhibits, right to request repairs, disclosures, contingencies, and amendments.



CONTINUING EDUCATION CLASSES

Hosted by Cheryl King

Residential Leases

We discuss Georgia law relating to the landlord/tenant relationship and review the Lease Purchase Agreement, Lease for Lease Purchase Exhibit, Lease for Residential Property, and other related forms. We review how to navigate Fair Housing. Other related forms include: Agency Exhibit; Option Agreement; Move-In/Move-Out Inspection Form; Rental Application; Owner's Property Disclosure Statement; and Pet Exhibit.

Show Me The Money: Financing & The GAR Contract

How do agents best protect their buyers and sellers? What must a buyer provide to a seller and when? What are the rights of a seller if the buyer fails to act or their financing falls through? How does the appraisal contingency work? We will discuss all of this and more!

GAR Lot & Land Purchase and Sale Agreements

Understanding the differences between the GAR Lot and Land Purchase, the GAR Land Purchase and Sale Agreement, and the more commonly used Purchase and Sale Agreement is essential to the agent. This course compares and contrasts the provisions of each contract. We also address the most common special stipulations and exhibits to use.

Fair Housing Fun

This course encompasses a review of the Fair Housing Act, addressing what can and cannot be done. We will discuss the most recent issues with advertising in the modern social media world, leasing concerns, and Buyer Love Letters. We will review issues relating to enforcement of the law and penalties for a violation.

Disclosures, Inspections, Repairs - Oh, My!

An in-depth review of the three basic options that are available, discussing the positive and negative aspects of each. What are the rights and obligations of the parties pursuant to each alternative? Included is a presentation of each GAR Exhibit and Special Stipulation relating to the condition of the property, inspections, and related issues.

Schedule a class today! Email us at connect@proclosers.com.



CONTINUING EDUCATION CLASSES

Hosted by Cheryl King

Commercial Real Estate: A Primer for the Residential Agent

This course involves a paragraph-by-paragraph review of the Commercial Purchase and Sale Agreement and related forms. Discussions center around what each paragraph provides, the proper way the agent should complete the form, and the differences between this form and the Purchase and Sale Agreement. Great information for a residential agent involved in a commercial transaction.

Renovation Lending: Adding Another Tool to Your Toolbelt

To be successful, an agent must know all about creative financing programs available. This course reviews renovation loans and what can and cannot be done. A mortgage professional specializing in renovation loans accompanies Cheryl King to answer specific issues relating to the loan qualification process.

BRRETA: Brokerage Relationships in Real Estate Transactions Act

A review of the Brokerage Relationships in Real Estate Transactions Act (BRRETA) is presented with realistic examples that help attendees better understand the theory of the law and Georgia case law relating to BRRETA. We review duty of care, disclosures, confidentiality, duration of the relationship, prohibition on giving false information, and a review of the brokerage agreements.

License Law

This course will help real estate professionals understand the Georgia real estate license laws and how they apply to their conduct. The course meets the GREC license law requirement.

REALTOR® Code of Ethics

This course identifies the key aspirational concepts in the NAR® Code of Ethics, REALTOR® ethical requirements, and the concepts in the specific Articles being covered during the current Code of Ethics cycle. The course meets the NAR® Code of Ethics requirement.



CONTINUING EDUCATION CLASSES

Hosted by Cheryl King

Avoiding Closing Killers: Getting from Contract to Closing

This course is great for all agents, regardless of experience level. It helps agents recognize and avoid anything that may jeopardize a smooth closing. The course begins at the formation of the contract and continues through the closing. We familiarize the agent with the preclosing process so they can easily answer any questions their clients may have. We discuss how to professionally address matters that may arise at the closing table, basic settlement statement questions, title insurance, "collected funds," and seller tax concerns.

Hot in Here: Death, Divorce & Other Matters Affecting Title

We will discuss matters affecting title including wills, probate, trusts, deeds, divorce, liens, title insurance, and other other kinds of madness that come up on listing appointments, with your buyers, and anywhere in between.

The S'more You Know: Negotiating to Win

Negotiation is one of the most useful skills a licensee can develop. We discuss how to negotiate in the current market. Whether it is a buyer market or a seller market affects options and strategy. The personalities of the clients (and sometimes their family) influence how we discuss and present options. This is a fun and informative class for every agent.

Cyber Security for Real Estate Agents

This course introduces various cyberattacks threatening real estate professionals and tools or resources available to protect the individual real estate professional and their businesses.

Choose Your Own Adventure: An Interactive Look

This course uses a Choose Your Own Adventure format to work through the life cycle of a closing and beyond. Attendees are invited to choose the best path to take and we see what happens based upon the choices made. Will you make it to the closing table? Let's find out!