



Instructor: Guy R. Berry

# What Does the Contract Really Say?

*Learn how to attract and keep buyers by understanding the C.A.R. Residential Purchase Agreement contract*

## Attendees will learn how to:

- “Demystify Liquidated Damages, Mediation/ Arbitration, Contingency Removal, Breach of Contract and other contractual issues
- Increase your “business and client loyalty” using legal and technical knowledge
- Identify those paragraphs that get agents and their clients “into trouble”
- Explain the contract to your clients in a “legally correct” manner
- Learn what the contract “doesn’t say” that may need to be added
- Learn how “to understand” the CAR contract or any contract

**Wednesday,  
June 18, 2008  
1:00pm-4:30pm**

Registration begins at 12:30pm

**being held at the Santa Cruz  
Association of REALTORS®**

2525 Main Street,  
Soquel, CA 95073

**\$35 SCAOR Members  
\$50 at the door &  
Non-Member Anytime**

**About the instructor:** Guy R. Berry, Licensed Agent and/or Broker since 1978. 11+ years managing large real estate offices including Coldwell Banker, Fox & Carskadon, Contempo, Century 21, and others. 5+ years teaching a real estate consumer course at U.C. Berkeley; Guest lecturer on various real estate subjects at Foothill, DeAnza and West Valley Colleges. More than 10,000 real estate agents have attended one or more workshops in real estate law, risk management, contract law, Condo/PUD law, and others; Conducted “standard of care” workshops for various real estate associations and companies including Coldwell Banker, Century 21, RE/MAX, Prudential, Alain Pinel, Realty World and others. 200+ case experience as consultant in real estate litigation cases specializing in real estate agent “standard of care” issues for residential, residential income, commercial, and land transactions. Qualified as an expert in Family, District, Superior, Federal District and U.S. Bankruptcy Court in numerous trials, Arbitrations and Mediations.

How to register: Call 831-464-2000; Fax completed form along w/payment to 831-464-2881

SCAOR Member  At the door and/or Non-Member Anytime

Name: \_\_\_\_\_ Company: \_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_

Cash  Visa  MasterCard  American Express  Check payable to “SCAOR”

Name on Credit Card: \_\_\_\_\_ Signature: \_\_\_\_\_

Account #: \_\_\_\_\_ Exp. Date: \_\_\_\_\_ VIN#: \_\_\_\_\_

Credit Card Billing Address: \_\_\_\_\_ Zip Code: \_\_\_\_\_

If you cannot attend a seminar for which you are registered, you may send a substitute. If you cancel your registration within 72 hours before the seminar, your registration fee will not be refunded. Please notify SCAOR if you are sending a substitute..