What Does the Contract Really Say?

Attendees will learn how to:

- 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
- “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

Wednesday, May 20, 2009
1:00pm-4:30pm

At the Santa Cruz Association of REALTORS®
2525 Main Street, Soquel, CA 95073

$35 SCAOR Members
(must register by 5/13/09)
$50 SCAOR Member
(after 5/13/09)
Non-Member Anytime

□ $35 SCAOR Member (must register by 5/13) □ $50 SCAOR Member after 5/13 & Non-Member anytime

Name:____________________________________________________________Company: _________________________________________________

Phone:____________________________________________________Email: ____________________________________________________________

□ Cash □ Visa □ MasterCard □ American Express □ CASH □ Check payable to “SCAOR” Check No.:____________________________

Name on Credit Card: __________________________________________________Signature:_______________________________________________

Account #:______________________________________________________Exp. Date:_________ Zip Code:__________________

SCAOR Cancellation Policy: Reservations for courses requiring payment will not be processed until payment is received. If you cancel your reservation less than 24 hours before the class or are more than 15 minutes late, your registration fee will not be refunded and registration fees cannot be transferred. SCAOR reserves the right to cancel or reschedule courses due to lack of registration. If cancellation occurs, SCAOR will issue a full refund. In the event of rescheduling, SCAOR will send immediate notification and transfer all reservations (including payments) to the new date.

□ I HAVE READ AND UNDERSTOOD THE SCAOR REFUND/CANCELLATION POLICY (Please check)

The views expressed in class are those of the Speaker/Instructor and do not necessarily reflect the views of the Santa Cruz Association of REALTORS®

How to Register (payment must be included w/registration to secure a seat):
Mail to SCAOR, 2525 Main Street, Soquel, CA 95073 or fax to 831-464-2881 or Call 831-464-2000