

# Contract Issues and General Review

2 hours CE

**\$25.00 Members/\$60.00 Non Member**

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Discuss general elements of a contract and potential attachments, buyer / seller qualifications to execute an agreement and considerations on how to pose questions based on the broker's relationship with the client.

Complete discussion of relationship and the differences between advising and counseling. Handling negotiation issues; multiple offer, escalating offers, counter offers, variable rate commissions and seller contingencies.

9:00am – 12:00pm  
Instructor: John Gillam  
04/12/2018  
Location  
2220 Kachina Dr.  
Pueblo, Colorado 81008  
PHONE # 719-545-3666

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## TO GUARANTEE YOUR SEAT RSVP–

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**Refunds:** If the course is cancelled, or the student withdraws at least 5 days prior to the course, a full refund will be issued. If the student fails to appear for class or fails to cancel, no refund will be issued and the student will be billed for the class.