

How to Master the Purchase Agreement and Present it to your Clients

The California Association of Realtor's® Purchase Agreement (RPA)

If you're a real estate agent, you may have experienced frustration at trying to explain the purchase agreement contract to clients in an easy to understand manner. Or perhaps you are new to the industry and wish to learn more about the contract. Mastering the purchase agreement is vital to becoming an expert facilitator for your client.

This class will teach you to confidently and simplistically explain the purchase agreement to clients. Specific clauses in the contract and how they affect time frames will also be discussed.

Whether you are an Agent, Assistant or Transaction Coordinator this class will help you;

- Understand the Liquidated Damages and Arbitration clauses
- Understand time frames, contingencies and closings
- Complete the financing portion of the contract
- Know which disclosures are required for a sale/purchase
- Understand how and when a contract is accepted
- Where to locate "red flags" of a contract
- Understand the best way to define a closing date
- Comprehend the contract in layman terms

This seminar is taught by Steve & Diana Turnbloom, owners of Turnbloom & Associates, Inc. Steve is a Top Producer with over 23 years of real estate experience and his wife Diana is the author of Escrow Coordination Secrets and leading Instructor to thousands of agents and assistants on Transaction Management. You'll find this class informative, fun and easy to learn with concepts you can begin using immediately!