

“FAR 9 Contracts the Right Way”
Wednesday, January 26, 2011
Instructor: Kerry Kelly, Hallmark Sales Training
Sponsor:

3 CE Credits
Time: 9:00am-1:00pm
Cost: \$35/Ed Pass
[\\$45 nonmembers](#)

Get Paid! Reduce Your Chance of Litigation! Gain More Referrals!
You gain all of this and more from this session that includes:

- Important changes that affect you as a Realtor®
- A line-by-line view of the FAR-9 contract to enable you to complete a solid, binding contract
- Identify the proper timing and use of required disclosures.
- Review the contract with a customer
- Common pitfalls

A sales agreement is the most important document you prepare as a real estate licensee. An understanding of the contract, not just filling in the blanks, makes you a better professional. It's worth your time invested! [Flyer](#)

****You must have your license to receive CE credit****