



ABOUT THE COURSES

## Navigating Multiple Offers without Injury to Client or REALTOR

A properly priced property has the potential to generate multiple offers under any market conditions. With that comes the potential for conflict and frustration. Prepping your client is just as important as walking them through it. In this class you will learn ethical and legal strategies for dealing with multiple offer situations with buyers or sellers before they happen and during the negotiation.

## Neighbor Law

Real estate is not a stand alone item. Each parcel borders another parcel and their proximity may be the cause of disagreements between the owners. How can issues involving a property boundary, life in a community association, tree & shrub encroachment, and a shared driveway be resolved? What does the law say about these items? This two hour class will look at case studies to help you understand the issues and to help you better serve your client.



WHAT AND WHEN

Both Courses on April 7 at the Association of REALTORS School

Navigating Multiple Offers: 9:00 a.m.—11:00 a.m.

Neighbor Law: 1:00 p.m.—3:00 p.m.

Cost: \$25.00

- 2 hours PA 08-10 continuing education credit
- 1.5 hours continuing legal education

### Upcoming Classes

April 19, 2010

Navigating Multiple Offers: 9:00 a.m.—11:00 a.m.

Educating Buyers & Sellers about Short Sales: 1:00—3:00 p.m.



### Timely Topics and Timeless Classics

Cost: \$25.00

Fax: 610.560.4801// 100 Deerfield Lane, Suite 240, Malvern, PA 19355

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

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

Home address: \_\_\_\_\_

City, State, Zip: \_\_\_\_\_

E-mail address: \_\_\_\_\_

License #: \_\_\_\_\_

Session name & dates: \_\_\_\_\_

Payment:  Check  Visa/ MC/ AmEx: \_\_\_\_\_ Exp: \_\_\_\_\_

For office use only: Date processed: \_\_\_\_\_ Ref#: \_\_\_\_\_ Seq. #: \_\_\_\_\_

