

## KNOW YOUR CONTRACTS

# What You Don't Know Can Hurt You!



**Registration  
Special!**  
All 3 classes  
for \$25!

### **RPA-CA Contract Training - April 1, 1- 4 pm**

Whether you are new to the business or find yourself on automatic pilot when filling out the Residential Purchase Agreement (RPA-CA) contract, now may be the time to really understand what you are having your client sign. Join us as we explore the contract together. (\$10 individual class registration fee)

### **Learn the Listing Agreement - May 8, 1 - 4 pm**

Learn little known facts about the listing agreement! Did you know that you can get paid even if escrow doesn't close or if an offer is received and accepted after your listing has expired? Also, that offers received are not confidential? Get the inside scoop on these tips and more! (\$10 individual class registration fee)

### **Know Your Disclosures - June 12, 1 - 4 pm**

This class will provide a review of some of the disclosures and addendums that are included with the purchase contract. Learn how to protect your buyer when writing a contingent offer, when to use a counter offer and when to use an addendum, what a multiple offer says, and how REO, short sale and FHA/VA addendums change the purchase contract. (\$10 individual class registration fee)



**Instructor:**  
Renee Mello,  
SCCAR Past President

**Register online  
@ [mysccar.org](http://mysccar.org)  
or call 831-464-2000**  
Classes held at SCCAR

**Presented by the SCCAR Education Committee**