

“Agent Beware!”

The Pitfalls of Selling and Listing Income and Commercial Property

Key Learning Points

- Learn to stay out of trouble when selling residential income or commercial property
- Learn how and why the contract must be changed
- Learn what needs to be disclosed
- Learn how to get disclosures, even when the seller doesn't want to provide them
- Learn how to analyze the disclosures you receive

“Guy Berry is the industry's best risk management trainer”

Walter Sanford, Legendary Sales Trainer

“You need to attend Guy's class if you are serious about this business” Gino Blefari, President Intero Real Estate

“I recommend Guy's classes to any agent who wants to stay out of litigation” Ron Rossi, Real Estate Attorney



Monday, April 13th

1:00pm to 4:30pm

at SCAOR

2525 Main Street

Soquel, CA.

** SCAOR Member must be registered by April 8, 2009 to take advantage of special pricing

How to register: Call 831-464-2000 or Fax completed form along w/payment to 831-464-2881

- \$35 SCAOR Member \$50 SCAOR Member at the door \$70 Non SCAOR member anytime
(must register by 4/8/09)

NAME: _____ **COMPANY:** _____

PHONE: _____ **EMAIL:** _____

- CASH VISA MASTERCARD AMEX CHECK NO.: _____
(Make check payable to "SCAOR")

NAME ON CARD: _____ **SIGNATURE:** _____

ACCOUNT #: _____ **EXP. DATE:** _____ **ZIP CODE:** _____

****SCAOR Cancellation Policy:** Reservations for courses requiring payment will not be processed until payment is received. If you must cancel or reschedule your reservation, a full refund will be issued if notification is received, by email or in writing (not by telephone), 3 business days prior to class. SCAOR reserves the right to cancel or reschedule any course. If cancellation occurs, SCAOR will issue a full refund. In the event of rescheduling, SCAOR will send immediate notification and transfer all reservations (including payments) to the new date. To cancel/reschedule send email to karen@scaor.org.

I HAVE READ AND UNDERSTOOD THE SCAOR REFUND/CANCELLATION POLICY (Please check)