

Presented By David Fialk, REALTOR  
 CRB, CRS, ABR, GRI, e-Pro Certified Internet Professional, Sales Trainer  
 NJREC Continuing Education Approved Instructor



**Home Buyers ... License Laws and Good Business Practices**

Working With Buyers... Not What It Used To Be  
 Seller Property Disclosure? Licensee Obligations  
 The Initial Inquiry  
 Mortgage Payments, Buyer Qualifying and Closing Costs  
 Offer & Acceptance  
 The Home Purchase Process  
 Dual Agency  
 The First Appointment  
 Pre-Approval or Pre-Qualification

**Thursday, January 10, 2019**

**9 am—12 noon  
 3 CORE - C20201631**

**\$30 per member and \$40 for non-member**

**Home Buyers...Licensing Laws and Good Business Practices**

Course content reviews various NJREC License Laws, rules and regulations and licensee responsibilities related to working with home buyers, showing properties, discussing, preparing and negotiating contract offers and processing the real estate transaction to closing.

**1 pm - 4 pm**

**3 CORE - Class #C20201272**

**\$30 per member and \$40 for non-member**

**The Real Estate Contract...More Than Just Filling in the Blanks. Real Estate Licensees will get a better understanding of the content of the NJ Realtor Sales Contract.**

**Real Estate Licensees will be better prepared to review, explain and complete the NJ Realtor Sales Contract.**

**Real Estate Licensees will be better prepared to present and negotiate the Sales Contract in obtaining client signatures.**

**The Real Estate Contract... More Than Just Filling in the Blanks!**

It is Not the Time to Rush!  
 Agency Disclosure  
 Seller Property Disclosure?  
 Required Contract Addendums  
 Pre-Approval or Pre-Qualification  
 Realistic Timelines & Dates?  
 Working With Buyers  
 Lead Paint Disclosures?  
**It is Not a Single Event!**  
 Computer Prepared & Digitally Signed or Handwritten?  
**Preparing the Contract to Get It Signed, Not Rejected!**

**At the Core Association of REALTORS®  
 1428 Brunswick Ave  
 Trenton NJ 08638**

Name: \_\_\_\_\_ Cell# \_\_\_\_\_

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

Visa/ MasterCard/ American Express/ Discover Card or Check# \_\_\_\_\_

\_\_\_\_\_ - \_\_\_\_\_ - \_\_\_\_\_ - \_\_\_\_\_ EXP. \_\_\_\_\_ / \_\_\_\_\_

Signature \_\_\_\_\_

**Fax your registration to 609-394-3939 or  
 Mail to: Core Association of REALTORS®, 1428 Brunswick Avenue, Trenton NJ 08638  
 \*\*NO REFUNDS - CREDIT ONLY\*\***