

# ESSENTIAL TECHNIQUES in REAL ESTATE- MANAGING YOUR TRANSACTION A-Z

## Course Description

A HIGH ENERGY 2-DAY SEMINAR  
COVERING the HOTTEST TOPICS  
IN THE INDUSTRY

*Master C.A.R.'s newest forms including:  
Seller's Property Questionnaire and the  
Purchase Agreement for Foreclosure Property*

*How to SAVE your commissions*

*Seller Financing*

*Loan Fraud Issues*

*Buyer Broker Agreements - it's about time!*

*How to WRITE Contracts and Counter Offers*

*Top Tips to Avoid being SUED!*

*Everything you always wanted to know  
About DISCLOSURES (but were afraid to ask)*

*Special current market issues, such as  
Foreclosure, DRE Hot Buttons, Multiple Offers,  
Back-Up Offers, Cancellation and Deposits*

**DATE:** October 1 & 2, 2008  
**TIME:** Registration and Breakfast: 8:15 a.m.  
Class: 9 am - 4 pm

**WHERE:** NSDCAR  
906 Sycamore Ave.  
Vista, CA 92081

**COST:** **\$199 NSDCAR members**  
**\$225 non-member agents**

**Day 1 & 2: Lunch Sponsor - Tamara Shoemaker with  
LandAmerica Buyers Home Warranty and  
Eric Casas with North County Escrow, Inc.**

### Here's what agents and brokers are saying about this course:

The A-Z class is, without a doubt, the best class I have ever taken to  
Keep agents out of trouble. You owe it to yourself and your broker.

-Kathryn Kelly, REALTOR®

Dave and Carolyn have raised the bar of real estate education. Don't  
miss this incredible experience. It's the BEST I've seen.

-Annette Graw, South Bay Brokers, Inc.

### ABOUT THE INSTRUCTORS:



**Carolyn D'Agosta** She has been and owner/broker  
since 1975. For more than 25 years, she has been an  
active and respected leader in the NAR, the CAR and  
The North San Diego County Association of Realtors®,  
as well as NAR Chair of Legal Action Fund Trustees.



**David Bright** has been a partner in the law firm of  
White & Bright since 1981. He is a seasoned trial at-  
torney with 29 years of civil litigation experience and an  
emphasis on Broker defense. David has been an ac-  
tive leader in the CAR and The North County Bar  
Association

Seating is limited! Register early, Register online at [www.nsdcar.com](http://www.nsdcar.com), under "education", or by faxing to: (760) 734-3976  
Or mail to: 906 Sycamore Ave. Ste 104, Vista, CA 92081 for more information call: (760) 734-3971

Name \_\_\_\_\_ Member# \_\_\_\_\_

Firm \_\_\_\_\_

Address \_\_\_\_\_ City \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_ E-Mail \_\_\_\_\_

Payment: Ck# \_\_\_\_\_ Visa, M/C, AMEX, or Discover# \_\_\_\_\_

Signature \_\_\_\_\_ Exp. Date \_\_\_\_\_ Amt Due \_\_\_\_\_

Charge Code: 1446 Refund Policy: Refunds will only be given if cancellation is received 5 days prior to event. NSDCAR reserves the right to cancel or reschedule any program. Walk-ins please call ahead to confirm.