

VIRTUAL CLASSROOM CINDY BISHOP WORLDWIDE RESIDENTIAL NVAR 2023 CONTRACT ESSENTIALS



July 18, 2023 12-2 pm Tuesday

Real Estate Education. Simplified

Key aspects reviewed for the NVAR residential sales contract which agents deal with every day, goes through the contract sections that impact Real Estate Agents and their clients most, covers the accurate ways to fill out the contract in these areas, and addresses questions that agents may have.

By preparing you properly with contract knowledge and awareness, the consumer, real estate agent, and brokerage will be better protected and the real estate professional will be more competent to adequately complete their transaction.

By the end of this course, Learners will have a new or reinforced knowledge of the following:

- Importance of having accurate terms written on contract
- What the real property section means
- How to fill out the financing section
- The importance of the EMD section
- What the Virginia Property Disclosure Act means
- What the Virginia Property Owners Association Act Means
- Ethical Issues in Contracts
- How to avoid appearance of practicing law
- Proper use of Addenda and Notices
- Handling Contract documents filled out incorrectly
- Impact of improper transaction management
- Overview of most recent contract documentation changes

“Kelli is an exemplary instructor on topics agents have to know. I learn so much and fully understand how to implement all of the topics taught by Kelli. I also feel both myself and my client is better protected because of my understanding from Kelli’s teaching clarity. I feel more confidence when I participate in Kelli’s classes that I didn’t have before.”



Register for this class today

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then, upcoming events.**

**Fees: \$25 with credit
\$15 without credit
VA licensing Credit. Pick one
CE 2 Contract credits
PLE 2 Current Trends
Broker Management 2
Included in Member Program
**ONLINE using a
Virtual Classroom.****

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