



Selling Effectively in a Litigious Environment

Thursday, August 22 | 9:00am - 12noon | SAR Mack Powell Event Center
DRE Approved for 3 Risk Management CE Credits



Instructor:
David Compton

David is a 40+ year real estate veteran including serving as the Director of Education for Coldwell Banker Success Realty in Phoenix. He is undoubtedly one of the most innovative trainers in the industry and authored over 200 courses.

www.PracticalResources.net

Minimize any chance of litigation by effectively executing the 5-step Due-Diligence Process

On August 22, you will learn:

- The 5 critical steps to reduce any risk for your clients.
- How to unearth the greatest needs and desires of both Buyers and Sellers.
- How to establish loyal, reciprocal relationships with affiliate partners to ensure quality service for your client.
- The 11 essential steps relating to title and escrow to ensure a smooth transaction.

Cost:

\$20 (REALTORS®/SAR Affiliates) if paid by 8/20

\$30 paid after 8/20

\$25 (Non-REALTORS®/Non-SAR Affiliates) if paid by 8/20

\$35 paid after 8/20

Questions:

ims.sacrealtor.org or complete back side

Marcus - 916.437.1210

SACRAMENTO

ASSOCIATION OF REALTORS®

REGISTRATION FORM

Selling Effectively in a Litigious Environment

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TO REGISTER ONLINE, VISIT [HTTPS://IMS.SACREALTOR.ORG](https://ims.sacrealtor.org)

OR you may fax form to 916-779-3945 or scan and email to marroyo@sacrealtor.org or mail to SAR, 2003 Howe Ave., Sacramento, CA 95825

NAME

COMPANY

EMAIL

PHONE

Credit Check AMOUNT PAID \$ _____

SAR Member Yes No

ACCOUNT NAME

ACCOUNT NUMBER

EXPIRATION DATE

SECURITY CODE

SIGNATURE

CANCELLATION POLICY:

All registrants must cancel at least 48 hours in advance to receive refund (Illness, accident or death in the family excluded).



*Pay only \$5.00 (early-bird fee) with an SAR Education Club Card Tier III



This class counts toward SAR's ACE Award. For details, visit <https://sacrealtor.org/ace-award>