



BUILDING BRIDGES, NOT BARRIERS

Strategic Buyer Counseling in Legal Turbulence

Course Description

LIVE WEBINAR

ONLINE LIVE WEBINAR COURSE

Are you a real estate professional ready to navigate the complexities of the industry's changing legal landscape? This course will equip you with the knowledge and strategies needed to thrive in the current legal challenges! Be prepared, informed, and ahead of the curve in the ever-evolving real estate landscape.

Thursday, April 11, 2024

10:00 a.m. – 12:00 p.m.

Zoom Virtual Presentation

Instructor: Jody O'Brien

STUDENTS LEARN TO:

✓ **Legal Landscape:** Stay informed about the antitrust allegations against NAR and others and the potential industry impact on competition, commission structures, and consumers.

✓ **Preparing for Change:** Learn to adapt to potential changes in commission structures and align your business practices with evolving industry standards.

✓ **Commission Clarity:** Master the art of crafting explicit commission agreements to avoid consumer misunderstanding and ensure compensation.

✓ **Negotiation Ninja:** Develop communication and negotiation skills to maximize your compensation while cooperating with listing agents.

✓ **Client Communication Mastery:** Effectively address client concerns about legal uncertainties and provide clear information on the impact of lawsuits on specific transactions.

Continuing Education Credits

2 MA CE Credits: Antitrust RE11RC07

For Designation Requirements please visit **GBAR online** (www.gbar.org/srs) or the **SRS Council** at srscouncil.com

REGISTRATION*

GBAR Members Only: \$10.00

Name: _____

Company: _____

Address: _____

City/State/Zip: _____

Phone: _____

Email*: _____

Check Enclosed (made payable to GBAR)

MasterCard Amex VISA Discover

Total Amount Due: _____

Name on Card: _____

Card Number: _____

Expiration: _____

Mail: GBAR, Three Center Plaza, Mezzanine Suite, Boston, MA 02108

Fax: 617.812.5941

(*confirmations are sent via email)

Questions & Cancellation Policy please contact GBAR Staff at GBAREducation@gbreb.com.

Other GBAR courses are available at www.gbar.org. *All dates, locations, and topics subject to change.

