



## **CE Credit Classes**

### **Contract for Residential Sale & Purchase (4 CE)**

*Provided by Florida Realtors*

This course is a quick start program for completion of the CRSP Contract. This is one of the two official contracts offered by the Florida Association of Realtors®. As students' progress through the class, they will have time to transfer what they have learned to the actual preparation of the contract itself.

Allowing them to take the theoretical and apply it to the practical. By completing the contract and addendums as they progress through the course, they will become more comfortable and confident when writing the next offer.

### **Core Law – Minimize the Legal Risk (3 CE)**

*Provided by Florida Realtors*

Core law focuses on recent changes to state and federal real estate license law, highlighting both law and rules. The Florida Legislature passes and amends real estate law each year. these laws are published in the Florida statutes Chapter 475 and in Rules of the Florida Real Estate Commission, Chapter 61J2, Florida Administrative Code.

### **Florida Realtors/ Florida Bar Residential Contract (4 CE)**

*Provided by Florida Realtors*

This course will familiarize students with the most widely used contract form in Florida. This contract is a joint effort of the Florida Realtors and the Florida Bar. It's used in all 67 counties by small and large Brokerages. Students will also discuss the Riders that can be used in circumstances where the standard contract by itself won't accomplish the objectives of the parties.

### **Preparing a Listing Contract (4 CE)**

*Provided by Florida Realtors*

Listing contracts are most certainly an important part of Realtors® day to day activities. This course is perfect for outlining the various types of listing agreements and the duties of each, identifying the protected classes under the Fair Housing Act, and understanding details about fees. Realtors® will also learn how to best answer seller's questions regarding their proceeds and expenses.

### **Short Sale Essentials (4 CE)**

*Provided by Florida Realtors*

This course will show agents how to go through the process of the Short Sale in the safest and most stress free way possible. Taught to the highest standards of the Instructor Training Institute, this interactive workshop will prepare them to be successful in the "Short Sale" arena and avoid the many liabilities along the way. Every Realtor® deals with Short Sales – enrolling in this course will help agents work through the unique difficulties they can create and come out successful on the other side.

### **Inspection Section of the Contract (3 CE Credits)**

*Provided by Walk The Talk Presentations*

This class is designed for Realtors who would like to understand the duties of a Transaction Broker, summarize the Seller's obligation of repairs according to FR/Bar contract, be able to understand the 'gray areas' of repair, the difference between 'Working Condition' and 'Cosmetic Conditions' as it relates to repairs, be able to state the inspection period/timeframe for a buyer to have a general inspection and summarize the process in the contract that addresses Wood Destroying Organisms and the inspection thereof.

## **CE Credits Pending/ No CE**

### **The Listing Contract and Florida Brokerage Relationships (CE Pending)**

*Provided by : Nishad Khan, Esq.*

This class is designed for Realtors who would like to understand the different types of agency relationships under Chapter 475. We will discuss establishing and terminating agency relationships, required disclosures and transitions between different relationships. The class will also cover different types of listing agreements, addendums and provide clear explanation of the entire listing agreement.

### **Florida Realtors/ Florida Bar Residential Contract (CE Pending)**

*Provided by : Nishad Khan, Esq.*

This course will familiarize students with the most widely used contract form in Florida. This contract is a joint effort of the Florida Realtors and the Florida Bar. It's used in all 67 counties by small and large Brokerages. Students will also discuss the Riders that can be used in circumstances where the standard contract by itself won't accomplish the objectives of the parties.

### **Closer to Closings (CE Pending)**

*Provided by : Nishad Khan, Esq.*

Every realtor has dealt with last minute closing issues. This class will give the student a general overview of the closing process. The instructor will give practical tips and instruction on how to avoid closing meltdowns and mistakes. The student should be able to understand what happens during the closing process, how to assist title companies in smoother closings, and higher levels of customer satisfaction.

# **No CE**

## **FIRPTA and the Real Estate Transaction**

Foreign investors have long been investing in U.S. real estate. With competitive real estate values and Florida's natural beauty, real estate agents will come across more Foreign Buyer's and Seller's! Investors purchasing or selling U.S. property interests from or to foreign persons are required to withhold 15% of the amount realized on the disposition. This seminar covers What is FIRPTA and the purpose?, FIRPTA requirements in the FR/Bar Contract, How to determine if you are in a FIRPTA transaction, Explain the FIRPTA foreign withholding tax rules, Understand the exceptions to the FIRPTA tax, Who is liable for FIRPTA tax, Definition of a U.S. Citizen.

# **Future Works Under Construction**

## **Divorce and Real Estate**

This class will provide agents with a basic understanding of Divorce, Homestead, and Family Law in Florida. The course is designed to teach agents the nuances of dealing with parties who are considering, going through or have completed a Divorce. The course will venture into proper execution, deed requirements, ownership and practice issues to consider in real life scenarios.

## **Buying Auction and Foreclosure Properties**

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