

2019 Nishad Khan Programs

Closer to Closings

Last minute closing issues plague real estate professionals, experienced and new, alike. The class is designed to give students a general overview of the closing process, with practical tips and guidance on how to avoid closing meltdowns and mistakes. Students will be equipped with the knowledge necessary to understand the closing process from beginning to end, including how to assist title companies in achieving smoother closings, and how to retain higher levels of customer satisfaction. **3 hours CE credit.**

The 'Ins' And 'Outs' of Successful Contracts

Contracts can be exciting! Learn the real ins and outs from one of the top Brokers in Florida. Complete a contract right at outset, and assure yourself of profitable closings for all concerned. Arms-length, short sale REO, your Instructor does them successfully every day. You will as well! **3 hours CE credit.**

FR/Bar Residential Contract

This is a 4-hour review of the FR/Bar Residential Contract. It will help you be able to Identify and accurately complete the appropriate addenda to use in any specific situation as well as understand the important of initials, dates and signatures on the contract and Riders. We'll cover the types of inspections and actions a seller can take and the rights of a seller regarding repairs in an AS-IS contract. This program also reviews the seller's and buyer's responsibility under the contract with regard to maintenance, repairs and replacement of items. **4 hours CE credit.**

FR/FL Bar Listing Contract

This is a 3-hour review of the FR/Bar Listing Contract. We'll discuss the purpose and well as the content of a listing agreement. We also discuss Seller Disclosures and how having a working knowledge of this contracts can make you a better agent. You'll also learn practical tips on protecting commissions and elements needed for solid agreements. **3hours CE credit.**

Homestead Exemptions: Filing & Requirements

This program reviews what constitutes Homestead and the exempt or non-exempt status of various owners' roles as they apply. We'll also talk about the requirements needed into order to qualify and the rights and limitations of survivorship and transfer of tax exemption status. **2 hours CE credit.**

The Inspection Section

This program takes a close look at the intricacies of the inspection section of the FR/Bar and As-Is contracts. Attorney Nishad Khan reviews the 'gray areas' where Realtors need to pay special attention. You'll leave empowered with a deeper knowledge of 'Working Condition' and 'Cosmetic Conditions' and be better able to help your customers with a smooth home buying process. **3 hours CE credit.**

About the instructor:

Nishad Khan Esq., B.C.S.

Nishad Khan is a Florida Bar Board Certified Real Estate Attorney and founded Nishad Khan PL in 2007 after working at key Orlando law firms. He has over 15 years' experience representing developers, buyers, sellers, and lenders in every phase of commercial and residential property transactions. Nishad is a certified instructor of the Florida REALTOR® Association, and an avid speaker for several real estate organizations throughout the state of Florida.

More than a real estate lawyer, Nishad also is a licensed real estate broker, giving him an insider's perspective into all stages of the process. He helps those who are buying a house or building or developing a property, to ensure that every step along the way is handled correctly and in his client's best interest. If an issue needs court intervention, Nishad handles this as well. Beyond the real estate and legal communities, Nishad is a board member of the Better Business Bureau the Make-A-Wish Foundation and the Florida Literacy Coalition, a state organization that promotes Adult Literacy.

Nishad enjoys biking on the local trails and playing basketball or squash, and spending time with his wife Yasmeen and their three children. He is fluent in Hindi and Urdu.



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Pending CE credit:

Assistance Animals and the Law

This course provides real estate professionals with a comprehensive overview of the Fair Housing Act and how its disability protections relating to Assistance Animals continue to evolve. This course will review:

- The definition of a “Disability” under the Fair Housing Act
- The distinctions between service and emotional support animals
- An in-depth review of what is considered a “Reasonable Accommodation” under the Fair Housing Act
- The rights and obligations of the housing provider and the disabled person under the Fair Housing Act

Participants can also expect to discuss Best Practices for residential real estate professionals to implement for the purpose of limiting any potential discrimination claims. **2 hours CE PENDING.**

Divorce and Real Estate

This program takes a look at the marriage and divorce laws in FL, how Homestead works and Tenant by Entirety. We’ll also explore strategies in dealing with Sellers who are parties in a divorce and the Realtor’s fiduciary responsibility to each. **2 hours CE credit PENDING.**

NON-CE Programs:

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. **1-2 hours**

Probate and Real Estate

- Brief overview of property ownership and types of deeds in Florida
- Differences between Wills & Trusts
- Overview of Summary, Ancillary and Formal Administration
- Application of Homestead to Probate and Real Estate
- Probate and Listing Agreements, Contracts, and Closings
- Practical Scenarios and Discussion

Length 1-2 hours