



North Idaho Real Estate Academy

The Choice for Real Estate Education in Idaho

A Fun Class in January 2009

4- Hours of Idaho
Continuing Education

The Golden Rules of Real Estate

Risk in Representation[©]

Course Objectives:

Protect yourself from unintended but perhaps harmful licensee behavior. Participate in an *Arbitration* hearing and rule on the outcome. Review actual insurance coverage and liabilities. The *duties owed*, that you thought you knew, are taking on a *whole new significance* that you need to know about in today's litigious society. Discuss the five client duties and explore what can happen if they are not perfectly clear. You may be shocked to discover that in over one-third of all lawsuits involving real estate practitioners, the licensee has done nothing wrong. Clients and customers alike can surprise an *unwary* licensee. Learn to protect yourself. This course is serious FUN as it seeks to sharpen and supplement many of your skills. By *checking* certain practices you do now, you may find it easier to protect yourself in the future. Take the course motto to heart:

He Who Writes First Wins!

... an effective moniker for your future real estate practice and survival.

Also a must have: **FREE CD** of Useful Application Software
and Information for the Real Estate Practitioner

Brief Course Outline

- ✓ Five client duties and what can go wrong.
- ✓ **Reasonable Care** can be a legal mine field.
- ✓ What are felonies and misdemeanors?
- ✓ Aspects of *due diligence* you need to prove.
- ✓ Ways to prevent criminal conduct.
- ✓ An unique agent complaint. (case study)
- ✓ Arbitration process explored.
- ✓ What does the Internet say about you?
- ✓ When is E&O insurance not enough?
- ✓ *Blurry lines* in real estate law.
- ✓ 10 - Dumb things agents do.
- ✓ Niche filling – **54-4105**
- ✓ Treat Real Estate like a *real* Job.
- ✓ Spotlight on risky cell phone use. *Kaboom!*
- ✓ Big time trouble with **e-mail**.
- ✓ Don't mess with trademarks.
- ✓ Electronically generated *everything* **54-2054**
- ✓ When e-mail and web logs collide: **BLOG!**

Where: **North Idaho
Real Estate Academy
1710 N. 4th. Street Suite 105
Coeur D Alene, Idaho 83814**

When: **JANUARY 14th 2009
Wednesday
8:00 AM to Noon**

Instructor: **John S. Hollar Jr., BS/BA, MBA**
Idaho Broker, IREC Instructor & Provider

Tuition: **\$49.00** Idaho Approval # **E0440**

Register: **208-664-1898** or On-line:

<http://nireaonline.com/register.htm>