

Georgia Association of REALTORS®

IN CONJUNCTION WITH

THE GREATER ROME BOARD OF REALTORS®

PRESENTS

# "2012 GAR CONTRACTS: WE'RE UNDER CONTRACT...OR ARE WE?"

THURSDAY JANUARY 12, 2012

For 3 Hours of Continuing Education

So you have completed the GAR Purchase Agreement and had it signed by the parties. CONGRATULATIONS!!! You have a contract!!!...or do you just have a piece of paper? While the GAR forms are created to be user friendly, it still takes some skill and knowledge to make the paper become a legally binding agreement. This course provides an update on the 2012 GAR form package and then takes the student to a higher level of truly understanding how to use this tremendously valuable package of tools to the benefit of the agent and consumer. Additionally, the material will outline procedures to effectively handle coops when non-GAR Forms are being introduced into the transaction. There are serious penalties for those who violate the license to use the GAR forms; wouldn't it be wise to get the FACTS rather than respond to rumors? The focus of the course is the F20 Purchase and Sale Agreement and supporting Exhibits, Addendums and Special Stipulations. Knowledge can be gained through experience or education...EDUCATION IS CHEAPER.

Instructor -- TOM GILLETT

Tom has been a mainstay in GA real estate and appraisal education for over 20 years. After serving his country in the U.S. Navy as a helicopter crewman, Tom was discharged from the service in 1974 and began a real estate career that now spans four decades. Having worked as a salesperson, broker and appraiser, Tom now focuses his efforts in education. He has authored for companies such as Prentice-Hall, Applied Measurement Professionals, The Psychology Corporation, Thomson-CompuTaught, Dearborn Publishing and the GA Real Estate Commission. Tom also authored the real estate career manual *Breakaway to Success*. He was named the GAR 2003 Instructor of the Year. In 2006, Tom was honored to receive the Distinguished Career award from the Georgia Real Estate Educators Association.

Registration: 8:30 a.m.

Instruction: 9:00 a.m. – 12:15 p.m.

LOCATION: CLASSROOM – GREATER ROME BOARD OF REALTORS®

700 E. SECOND AVENUE, SUITE K – ROME, GA

Morning break sponsored by:

**Tony Miller**

**First Bank Mortgage Partners**

**ROME BOARD MEMBERS**

\$25 Pre-Registered by 1/06/12 or till class is full.

\$30 After 1/06/12 and On Site

**NON-ROME BOARD MEMBERS**

\$40 Pre-Registered by 1/06/12 or till class is full.

\$45 After 1/06/12 and On-Site

**Mail Registration To:**

Joanne Edmonds

Greater Rome Board of REALTORS®

700 E. Second Avenue, Suite K, Rome, GA 30161

706/295-1727 – FAX 706/232-3849

Make check payable to: **Greater Rome Board of REALTORS® (GRBR)**

**PREPAID registration must be rcv'd by 1/06/12. Registration is complete when check is received!**

**You Must Be On Time And Present For Entire Session To Receive Credit**

**MAIL THIS PORTION WITH PAYMENT TO PRE-REGISTER**

YOUR NAME:

(As it appears on your Real Estate License)

R.E. License #

Email address

Company Name

Board Name

Company Address

Co Phone #

Cell Phone #

City

State

Zip

No Refunds for cancellations after January 6 or for No Shows. "2012 We're Under Contract...Or Are We?" #62162, 1/12/2012 @ GRBR