



The Art of Negotiating a Real Estate Transaction

Instructor: Kevin Hoyt
Date: February 16, 2012
Time: 9:00 AM – 12:00 PM
**Location: GRAR 800 West Metro Park
Rochester, NY 14623**
Cost: \$35
C.E. Credit: 3 Hours
**Register online at www.GRAR.org
or call 585-341-2150**

This course will review the documents needed for a successful real estate transaction and then discuss the best ways to manage transactions to serve both your customer and you. In addition, building codes, certificates of compliance and zoning compliance will be covered. Also, we will discuss *Hot Topics* like original signatures and the Home Equity Theft Protection Act (HEPTA).



Name: _____ Member # _____

Address: _____

City: _____ State: _____ Zip: _____

Cell: _____ Fax: _____

Email: _____

Credit Card: Visa _____ Master Card _____ Amex _____

Credit Card #: _____ Exp. Date: _____

Signature #: _____