

## Classes that I Teach

### Local Associations of REALTORS®

- Risk Management
  - The New BRBC (Buyer Representation & Broker Compensation) \*
    - Step by Step individual itemization by paragraph
  - The California Residential Purchase Agreement \*
    - Step by Step individual itemization by paragraph
    - Changes to the RPA
    - The New RPA! Do's and Don'ts!
  - The RLA
    - Step by Step individual itemization by paragraph
  - New & Revised C.A.R. Forms
  - How to Read a Preliminary Title Report
  - Maintaining Records; Reducing Risk
  - Top 10 Risk Avoidance Techniques
  - Top 8 Disclosures
  - TDS, SPQ, SPQA, AVID—Why are they relevant in a Real Estate Transaction?
  - All About Disclosures
    - Disclosures Required in a Real Estate Transaction
    - Statutory v. Contractual
- Master My Farm
- Leases and Creating Lease Templates
- ZipForms®: How to Create DRE Compliant Award-Winning Templates!
- Creating the Ultimate Listing Agreement
- Winning Listing Presentation
- Holding a Successful Open House, Safely!
- Home Equity Sales Contract Law (Cal. Civ. Code §1695)
- Property Management—The Beginning!
- Property Management Forms
- California Department of Real Estate (CalDRE) One Day Prep Course
  - Broker Upgrade

\* California Department of Real Estate Sponsor #6365

### Short Term Appearances

- Top 10 Risk Management Techniques (formerly lawsuit avoidance)
- Top 10 Disclosure Forms that should be in your file!
- REALTOR® Safety in Showing Properties & Holding Open Houses
- C.A.R. New & Revised Forms
- Maintaining Records & Reducing Risks



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## Classes that I Teach

- Fast Track BRBC
- Fast Track RPA
- Fast Track RLA

### MLS:

- Rules
- CRS Tax and finding “pre-foreclosure” properties
- Searches
- CMA’s
- Listing Input & Maintenance

### California Association of REALTORS® (C.A.R.)

- Legal Affairs (Chair 2024)
- Risk Management (Chair 2022)
- ZipForms®
  - Broker Version
  - ePUBS®
  - ZipForms® Forms Advisor
  - ZipForms® Forms Tutor
  - ZipForms® Digital Ink
  - ZipForms® MLS-Connect
  - ZipForms® Template Creation—how to automate your business!
  - How to Create DRE Compliant Templates
- Clarus Resource
  - Clarus Market Metrics®
- Online Predatory Lending

### National Association of REALTORS® (NAR)

- REALTOR® Property Resource (RPR)
- ZipForms®

### California Department of Real Estate Sponsor #6365

- Buyer Representation and Broker Compensation Agreement
- California Residential Purchase Agreement  
(LIVE IN-Person Classes for DRE CE Credit)

### For General Population

- DRE Broker Review
- How to get that Buyer Representation Agreement signed!
- How to Create a Winning Listing Presentation!
- How to write an Offer!



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## **Classes that I Teach**

- New Laws Affecting Real Estate
- Use of Forms—Contract Law

### University of California San Diego (UCSD)

- Real Property Law
  - Paralegal Program—MCLE Credit (Continuing Education for Attorneys)
- Real Estate Practice
- Real Estate Principles
- How to Pick a Broker
- Sales and Marketing for the Real Estate Professional

### Trial Work

- Court Certified Expert Witness
  - Standard of Care
  - Agents' Duty of Inspection and Disclosure
  - Seller's Duty of Disclosure
  - Market Conditions (San Diego)

### Mira Costa Community College (MCC)

- Real Estate Principles
- Legal Aspects of Real Estate
- Property Management
- Agency
- Ethics
- Risk Management
- Trust Fund Handling



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