

# MULTIPLE OFFERS – BE PREPARED

**Monday, February 6, 2017**

3 Core NJ CE (C20169916)

There are multiple offers on the house your buyers want to purchase, what can you do to increase their chances of being the winning bid? The sellers are facing multiple offers, what do you do next?

After reviewing the legal and ethical requirements (such as confidentiality issues, disclosures, escalation clauses), the course will discuss the various scenarios buyers and sellers may encounter, discuss the pros and cons of various strategies, so that clients can ultimately make an informed decision on their course of action.

Risk management suggestions for the licensees facing multiple offers will conclude the course.

**Instructor: Isabelle Perkins**

**Course Location:**

PCBOR Board Office  
204 Berdan Avenue Wayne

**Course Time:** 1:00-4:00 pm

**Cost:** \$30.00 Members /  
\$50.00 Non Members



Passaic County Board of REALTORS®  
204 Berdan Avenue  
Wayne, New Jersey 07470-3240

Phone: 973-305-1100  
Fax: 973-305-1611  
E-mail: [info@pcbor.com](mailto:info@pcbor.com)

If you have a disability that requires special accommodation, please notify us immediately at 973.305.1100.