

# PASSAIC COUNTY BOARD OF REALTORS®

## Are Your Real Estate Transactions Becoming OrDeals?

Listing Appointment & Marketing Presentation

Negotiating Contracts

Processing the Transaction

Mortgage Approval

Working With Buyers

Marketing the Listing

Bank Appraisal

Home Inspection

Preparing Contract Offers

Murphys Law & Your Transaction

**MONDAY, AUGUST 7, 2017**  
**1PM-4PM**

**COURSE DESCRIPTION:** Real Estate licensees will gain a better understanding of legal and practical transactions complexities in obtaining listings, marketing properties, working with buyers, preparing and negotiating contracts and processing real estate transactions to a successful closing. Chronological step by step progression in discussing and analyzing listing appointment and presentation, marketing, working with and qualifying buyers, preparing and negotiating a contract of sale and processing the real estate transaction



**Presented By David Fialk, REALTOR**

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CRB, CRS, ABR, GRI, e-Pro Certified Internet Professional, Sales Trainer  
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**\$50 Non--members**

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**Course #**  
**C20161190**

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Location:

Passaic County Board of REALTORS®  
204 Berdan Ave., Wayne, New Jersey

Please contact us if you have a special need or disability that requires accommodation 973-305-1100

