

**Avoiding Roadkill – Top 10 Stupid Things
That Really Smart REALTORS® Do To Mess Up Their Lives™
(3 Hours)**

Course Description

This course examines the “real-world”, professional and personal liability issues that can sabotage the work of committed, ambitious REALTORS®, and demonstrates why good people consistently fail. Discover why new, seasoned, and top producers can burn out prematurely, and why 95% of REALTORS® will be forced to live off of Social Security at age 65. Discover how to avoid “roadkill” and how to serve your clients, customers, and your own profession in the best, most efficient manner possible. Geared towards broker-owners, managers, top producers and agents of all skill levels, this course provides information about how to improve relationships with clients, customers, and consumers in general, how to elevate production, how to close transactions more efficiently and how to work smarter, not harder.

Learning Objectives

Upon completion of this course, participants will be able to identify and list:

- major issues that cause dissention with clients
- components of a timely risk management program
- the unique needs of the public and what they demand from your Web site
- simple, but critical, issues that make REALTORS® less effective to the public and themselves
- the top 10 things REALTORS® should avoid doing

Timed Outline: Avoiding Roadkill – Top 10 Stupid Things That Really Smart REALTORS® Do To Mess Up Their Lives™

Time	Topic
5 Minutes	Welcome and Opening Remarks
10 Minutes	Top 5 Complaints Reported to the Real Estate Commission
15 Minutes	Agent/Practitioner Jeopardy
10 Minutes	What the Public Demands
10 Minutes	What the Public Knows about Agency that You Don't
15 Minutes	Fiduciary Duties – A Plaintiff's Attorney's Dream
10 Minutes	Property Quagmires and Red Flags
15 Minutes	Disclosure – The Good, the Bad, the Ugly and Issues that Affect the Real Estate Industry
10 Minutes	Web Site Basics that meet and Exceed the Needs of Today's Home Buyers and Sellers
15 Minutes	What You Need to Know About Antitrust Now, More than Ever
10 Minutes	Work IN Your Business Instead of ON your Business
15 Minutes	Fair Housing Laws and Your Career
10 Minutes	Transaction/Documentation Pitfalls
15 Minutes	Closing/Settlement Potholes
10 Minutes	Post-closing Caveats
5 Minutes	Goal-setting & Conclusion
Total Time	180 Minutes (3 Hours)