

**Commercial Clock Hour Classes
Thursday, July 22, 2010**

Yakima Association of Realtors—2707 River Road, Yakima, WA 98901

Mandatory

**Washington Transition Course
9:00am—12:00pm (3 CE Hours)**

Every licensee who obtained a license before July 1, 2010 must complete a 3-hour Transition Course before renewing their license after June 30, 2010.

This course explains the changes to the real estate license law that are effective as of July 1, 2010. It covers the impact on business practices for commercial brokers and their firms, new licensing requirements, and the specific duties and responsibilities of each new type of licensee.

Don't put off taking this important class.

CBA Commercial

**Purchase & Sale Agreements
1:00pm—5:00pm (4 CE Hours)**

CBA's Forms have been carefully prepared by the Association's legal counsel and have become the industry standard for commercial and investment real estate transactions.

CBA's forms are designed to provide protection for brokers who use them by insuring that changes created by modifications in license or case law are reflected in the forms.

The CBA Financing Addendum, Tenant Estoppel Certificate and Letter of Intent will also be reviewed.

Your Instructor:

Jeff Coop, J.D. is with Stokes Lawrence, P.S. in Seattle, WA. His practice focuses on real estate law, licensing and brokerage. Jeff represented the Northwest Multiple Listing Service for 8 years as Legal Affairs Manager. Jeff was an asset to its members in dealing with professional rules and standards, real estate licensing, agency law and real estate contracts. He also managed arbitration and disciplinary functions and taught several real estate courses. Jeff graduated from the University of Montana School of Law with honors, where he was the Research & Managing Editor of the *Montana Law Review*.

Respond by: July 21st

Please Select: Transition Only
 P & S Only
 Both Classes

CBA Member Rate One Class: \$55 Both Classes: \$100
Non Member/Walk-In One Class: \$65 Both Classes \$120

Name (s): _____

Company _____ Ph. _____

Address: _____

City/ST/ZIP _____

Email _____

CC# _____ exp _____