



THE GEORGIAN TRIANGLE ASSOCIATION OF REALTORS®

54 Third Street, Collingwood, ON L9Y 1K3 (705) 445-7295

PRESENTS

WEDNESDAY, SEPTEMBER 12TH, 2012

at

CRANBERRY BEAR ESTATE

PROTECTING THE DEAL: LEGAL ISSUES REALTORS®

MUST BE AWARE OF

by: HGR Graham Partners LLP

9:00 A.M. TO 12:00 P.M.

Lysanne Cholette of HGR Graham Partners LLP along with other members of the firm will be facilitating this informative three hour session, which will touch on important legal issues that all REALTORS® should be aware of.

Topics will include:

- Basics of an offer
- POA and Estates in Real Estate Transactions
- Incapable Seller without a POA
- Family Law Issues in Real Estate Transactions
- REALTOR® Case Law Update
- and more...

3 credit hours

UNDERSTANDING THE POWER OF INTERNET LEAD GENERATION

by: Gary Nusca, CCIM

1:30 P.M. TO 4:30 P.M.

A lot of money is being made with the Internet and real estate information and this presentation will demonstrate how you can make it all work to serve your clients and prospects. We call it "*working smarter not harder.*" It helps all offices improve productivity.

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|--|---|
| <input type="checkbox"/> Impact, Power & Cutting Edge use of the Internet for R.E. | <input type="checkbox"/> How to generate good qualified leads |
| <input type="checkbox"/> Powerful Marketing Techniques and Listing Tools | <input type="checkbox"/> Powerful Listing Tools |
| <input type="checkbox"/> How you can easily be missing doing deals and not realize it. | <input type="checkbox"/> Email - Automatic generation to reach thousand. |
| <input type="checkbox"/> Email - Information Overload Problems | <input type="checkbox"/> Spam Solutions |
| <input type="checkbox"/> Web Sites: A platform to communicate & how to promote it | <input type="checkbox"/> Add content to your website that makes you money |
| <input type="checkbox"/> Search Engine Optimization/strategies for your web sites. | <input type="checkbox"/> One thing REALTORS® can give & what they're not doing |
| <input type="checkbox"/> Fraud on the Internet - What to watch out for. | <input type="checkbox"/> Security – understanding phishing |
| <input type="checkbox"/> Identity theft, scams, protecting yourself | <input type="checkbox"/> Why some websites are making money and others are not. |

3 credit hours

REMINDER- if you wish OREA to automatically track your credits, bring your OREA Card!!

COST:

GTAR member: **FREE** REALTOR®: **\$39.55 ea.** (incl. HST) Non-REALTOR®/Invited Guest: **\$84.75 ea.** (incl. HST)

DEADLINE:

Contact the Association office at 705-445-7295 to register or email: diane@gtREALTORS.ca

Registrations and payment must be received **no later** than **Tuesday, September 4th, 2012**

(Coffee and Tea will be provided)