

2019

WRA BUSINESS SERVICES FOR REAL ESTATE PROFESSIONALS

Master Real Estate Forms

LINE BY LINE FORMS VIDEO TRAINING

Online forms training exclusively for WRA members.

LINE BY LINE FORMS TRAINING

Contract confusion? The Line by Line video series, led by WRA attorney and trainer Jennifer Lindsley, helps you reduce the risk of error and misrepresentation in your office.

Line by Line: Part 1

Forms explored in this video: WB-1 and WB-42.

- ✓ Five different ways to earn a commission.
- ✓ When commission is based on list price vs. purchase price.
- ✓ Delivery, protected buyers and the extension of listing.

Line by Line: Part 2

Forms explored in this video: WB-36 and WB-47.

- ✓ Excluded properties subject to a prior agreement.
- ✓ Various compensation models: flat-fee, hourly and retainer.
- ✓ Lien notices and commercial transactions.

Line by Line: Part 3

Forms explored in this video: WB-4 and WB-42.

- ✓ Correctly describe the condominium offered for sale.
- ✓ Delivery of condominium disclosure documents.
- ✓ Buyer rescission based on condominium documents.

Line by Line: Part 4

Forms explored in this video: WB-11, WB-44, WB-46, WB-40, WB-41, WB-45 and WB-25.

- ✓ Use of bill of sale to transfer ownership.
- ✓ Different purposes of an amendment and notice.
- ✓ All documents that can be part of a purchase transaction.

Line by Line: Part 5

Forms explored in this video: WB-14, WB-44, WB-46, WB-40, WB-41, WB-45 and WB-25.

- ✓ Documents that can be part of a condominium transaction.
- ✓ Determining what's included in a condominium sale.
- ✓ Deadlines and implications for condominium documents.

Line by Line: Part 6

Forms explored in this video: WB-28 and WB-29.

- ✓ When and how to cooperate with out-of-state licensees.
- ✓ Alternatives to cooperation such as referrals.
- ✓ The firm's role when cooperating with out-of-state licensees.

FEES AND SUBSCRIPTION DETAILS

Fees per video

Prices range from \$19.95 to \$39.95 per online video. This video series is available only for WRA REALTOR® members. Stay tuned for additional videos in 2019.

Learn more: wra.org/LineByLine

Company subscription

Make the Line by Line training series available to all your agents at any time. When subscribed, all Line by Line videos automatically populate in your agents' online myWRA accounts for instant forms training.

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