

Legal Update Seminar

REAL ESTATE LAW

officially certified by



Marketplace

MICHIGAN'S CONTINUING EDUCATION
HUB FOR REAL ESTATE PROFESSIONALS.
2 Legal CE Credits



June 4, 2018

9:30 a.m. Registration

10:00 a.m.- 12:00 p.m. Class

Livonia Civic Center Library

32777 Five Mile Road, Livonia, Michigan

MemberMax/EduPass: FREE!

GMAR Members: \$20.00

Non-Members: \$25.00

Call (248) 478-1700

Online at GMARonline.com



Presented by:

Brian Westrin, Esq.

Michigan REALTORS

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Director



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Michigan REALTORS

VP of Public Policy &

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2018 Legal Updates:

- Advertising Rules – Before and After
- Promotional Incentives
- Marihuana and Real Estate
- Maintaining Your Corporate Shield
- Escalation Clauses
 - a. Limit the financial exposure by adding a “not to exceed” amount;
 - b. Eliminate “fake” offers by adding the words “bona fide” and “good faith;”
 - c. Make increase of offer contingent upon being provided a preapproval letter from the lender of the second buyer;
 - d. Make increase of offer contingent upon concessions and other separate consideration.
- Working with FSBOs

GMAR reserves the right to assess a \$10 fee for any registrant who does not cancel at least 24-hours prior or to those who do not attend the event.