

Part of the ongoing educational series

# CORNERSTONES OF SUCCESS IN 2011

## CONTRACTS – Why You Can't Write a Deal Up On a Cocktail Napkin

3 CE HOURS – FREC APPROVED

Tuesday, September 27, 2011  
Registration: 8:30 am  
Seminar: 9:00 am–12:00 pm  
**Complimentary Lunch Following**  
Polo Grill, Lakewood Ranch Main Street

### About the Seminar

You asked for it so we delivered ..... Contracts explained... What you should know, need to know and can't miss.

After completing this seminar you will be able to:

- Understand the definition of a contract, requirements for a valid contract, and issues that arise if a contract is breached
- Understand potential liabilities of real estate licensees with respect to the creation, amendment, and interpretation of contracts, including unlicensed practice of law issues
- Understand the primary differences between the 2007 FAR, 2007 FAR/BAR, and 2010 FR/BAR contract forms
- Understand typical contract disputes and their outcomes, using actual cases for discussion



### About the Presenter

*Mary Howard founded CornerStone Title in 2006 after a culmination of over 15 years' experience in real estate law, development and title insurance. Part of her plans for CornerStone are to create a company that is both successful and significant. Part of the CornerStone's significance includes investing in the success of the company's clients by serving as an extension of their team.*

### About the Speaker

*Barbara P. Burke has a bachelor's degree in psychology from Vanderbilt University, master's and doctorate degrees in communications from Florida State University, and a law degree from Florida State University. No longer practicing law, she provides training and seminars for title, real estate, legal and mortgage groups. She also creates online seminars for her Real Estate Law Series® Online University and writes Real Estate Law Series® books which contain practical information about a wide range of real estate law topics.*



### About CornerStone Title

CornerStone Title has been providing "peace of mind" to real estate professionals in Manatee and Sarasota counties since 2006. The company is built on the foundations you need in a title company; clear communication, attention to detail and a sense of urgency.

Hurry, seating is limited. Reserve your spot today!  
RSVP to 941.708.0300 or email [mary@cornerstonetitle.biz](mailto:mary@cornerstonetitle.biz).

*Printed supporting materials available for fee of \$4.95.*

[www.CornerstoneTitle.biz](http://www.CornerstoneTitle.biz)



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