



Revised March 2017

## Realtor<sup>®</sup> Education Library Guide

### **NEW** Stopping Cyber Fraud

\$3 Billion has been lost since 2015 due to Business Email Compromise. This 45 minute program highlights cyber criminals' growing focus on the real estate settlement industry and why attorneys, real estate agents, buyers and sellers are so vulnerable. You will learn the latest techniques hackers use to try to gain access to your systems and best practices for preventing them from succeeding.

### **NEW** Residential Inspections & Repairs: Procedures & Pitfalls

Inspections and repairs in residential real estate transactions can be a major source of disputes between buyers and sellers. Many of these disputes arise simply because the parties do not understand or follow the inspection and repair procedures under the standard residential contract. This 1-hour program authored by Jeffrey A. Grebe, Esq. is paper-based so no audio visual equipment or Power Point experience is required.

### **Foreign Investment in Real Property Tax Act (FIRPTA)**

This 1-hour program explains what real estate agents need to know when working with foreign sellers and buyers to avoid liability and running afoul of the IRS.

### **The New CFPB Closing Disclosure**

This 1-hour program instructs real estate agents on the CFPB's new Closing Disclosure rule and its impact on licensees. We will cover the rule, the process and examine the new form in detail.

### **Understanding and Using the FR/BAR Residential Contract**

This 3-hour FREC-accredited program provides a comprehensive review of the contract at the heart of what licensees do every day. We will explain the implications of various clauses and how to properly complete the form. Must be presented by approved Fund staff or resubmitted by REC for FREC credit.

### **What is Title Insurance and How Does it Protect Your Client**

This 1-hour program explains the details of title insurance so real estate agents can be prepared to fully explain it to their clients. We discuss how to read the title commitment, as well as what title insurance covers and does not cover.

### **Red Flags: How to Identify and Resolve Obstacles to Closing Early**

This 45-minute program teaches real estate agents how to recognize issues that may adversely affect the parties' ability to close on time. We provide attendees with tools they can incorporate into their process to ensure their deals close on time.

### **The Originator: Private and Seller Financing After Dodd-Frank**

This 1-hour program specifically addresses the CFPB's new Loan Originator rule and its impact on seller and third-party financing in real estate transactions.

**If you would like to check-out a program from the Realtor Education Library, please contact Rene' Rutan, The Fund's REC Relations Manager at [rrutan@thefund.com](mailto:rrutan@thefund.com)**

