



MASSACHUSETTS ASSOCIATION
OF REALTORS®

Risk Management and Loss Control

Broker-Owner Seminar



SEMINARS AVAILABLE

March 25, 2010 at 9:30 - 11:30 AM

- Greater New Bedford Association of REALTORS®
Howland Place
651 Orchard Street, 1st Floor
New Bedford MA 02744

March 25, 2010 at 1:30 - 3:30 PM

- Massachusetts Association of REALTORS®
256 2nd Ave.
Waltham, MA 02451

March 26, 2010 at 10:00 - 12:00 PM

- Worcester Regional Association of REALTORS®
492 Washington St / RT. 20
Auburn MA 01501

Price:

- MAR Members (Brokers/Owners/
Managers) **\$49.00**/Non-Members **\$74.00**

TO REGISTER

WWW.MAREALTOR.COM

CALL 800.725.6272

Risk Management and Loss Control Broker Owner Seminar

This class is designed to give the real estate professional an overview of several risk reduction techniques ("12 Tips") to help prevent and reduce the typical errors and omissions that commonly lead to professional liability claims. Included in the discussion are some legal issues facing brokers, concentrating on misrepresentation (innocent, negligent, and intentional). Additionally, the class will include a discussion of some actual claim examples, their severity, and how these claims could be avoided in the future.

The benefits of attending this course for the real estate professional are to gain a better understanding of the liability exposure that agents/brokers face with each real estate transaction, and learn how to prevent or reduce that exposure by practicing proven risk reduction techniques. By incorporating these risk reduction techniques into their overall risk management programs, the real estate professional will be better able to protect themselves from professional liability exposure.

Presented by **Deborah Bindeman, CPCU, ARP**
Senior Regional Director at Pearl Companies

