



**Instructors:**

**Richard Caplan** of Windermere Stellar and **Phil Querin**, OREF, LLC Forms Committee Legal Counsel, are the Wednesday, November 9, 10:30 a.m. instructors.

**Topic:**

*Standards of Practice, Risk Management and  
Closing the Loop Techniques in Real Estate Transactions*

**Syllabus:**

With 18,000 Oregon brokers there are different brokerage business models throughout the state and the need for **baseline information** on standards of practice, risk management and the utilization of techniques to close the loops in real estate transactions.

This one-hour webinar will address key components of what is considered “**standards of practice**” that is understood by most, but serves as a good refresher for all.

Standards of practice certainly includes **proper risk management** that keeps the transaction in check while maintaining professionalism for the brokerage, the broker and due diligence in representing all parties in the real estate deal.

A bonus feature of this webinar will be examples of actual “**closing the loop**” techniques on reports, removal of contingencies and other helpful steps in fast tracking the real estate transaction.

**CE:** One (1) CE Credit

**Registration** begins on October 9!

Log on to <http://orefonline.com/events/> to preview the **syllabus**.