

# **Course Relevance Outline TREC**

**Title: DOES THE POT RACK STAY? (1 CE Hour)**

**Class time: 60 minutes**

**Class Focus: Within allotted time, course will cover the following:**

- In-depth look at Paragraph 2 in the Listing Agreement
- Review 1– 4 Family Residential Contract
- Understanding what actually stays with the property.
- Understanding of possible “gray areas.”
- How to determine if it stays or goes, what are the rules
- Using the NON-REALTY ITEM Addendum
- Utilizing the EXCLUSIONS blank

## **Goals:**

- Making sure there are no “I thought” issues in the transaction
- Cementing in the agents mind clarity on how to protect the clients wishes and intent.
- Making sure all desires make their way to the contract

## **Measure of Understanding:**

- Create smoother transactions with no questions whether it stays or goes.
- Helping with risk management for less issues in the transaction
- Agents will be proactive when helping their clients navigate Paragraph 2