

CONTRACT CONFIDENCE

with Carrie Garstecki

➞ THURSDAYS @ 11:00- 12:30

You'll gain real-world insight, risk-reduction strategies, and step-by-step guidance to help you write stronger contracts, communicate more confidently with clients, and stay compliant while protecting your license. Perfect for newer agents looking to build a solid foundation and experienced agents wanting a refresher or updates.

10/8/26

Buyer Agency

Learn how to properly establish buyer relationships, explain agency, and protect yourself while advocating for your clients from day one.

10/15/26

Listings & Disclosures

Understand required disclosures, seller responsibilities, and how to set up listings correctly to reduce risk and avoid common pitfalls.

10/29/26

8.0 Purchase Contract

Walk through the purchase contract line by line so you know exactly what you're agreeing to—and how to explain it clearly to your clients.

11/5/26

Contract to Close

Follow the transaction timeline from acceptance to closing, including deadlines, amendments, inspections, and communication best practices.

11/12/26

Other Purchase Contracts

Client buying a lot? Mobile Home? Buying in Winnebago County? The Multi-Board 8.0 purchase agreement is not going to cover -what do you use.

ZOOM LINK:

[HTTPS://US06WEB.ZOOM.US/J/89270058299](https://us06web.zoom.us/j/89270058299)