

Course Title: Coveralls to Closing (Understanding Inspections) 21020151

Course Description:.Take a close look at the inspections often performed on residential property and get a better understanding of what to expect in the critical stages of the purchase. Anticipate problems, deal with negotiations and even understand your legal responsibility as a licensed broker. With knowledge of the process, understanding of the RANM forms and success strategies, less deals will fall through the cracks and you'll be more successful with happier customers.

Learning Objectives (See attachment on Bloom's Taxonomy and Learning Levels)

Learning Level	Learning Objective
Insert Level (Words or Or Numbers)	Insert corresponding learning objective
1 Comprehension	Recognize the importance of inspections in any real estate transaction and anticipate challenges
2 Comprehension	Identify those things that can commonly get in the way of a closing and begin the process of preparing for and dealing with them ahead of time
3 Analysis	Examine and categorize your priorities depending on the property and the people involved in the transaction
4 Synthesis	Assist the customer in making informed choices during the listing and sale process that make them more likely to succeed
5 Evaluation	Assist the buyer or homeowner by preparing them for the process and understand your role ethically and legally
6	

The following will be the means used in assessing whether the Learning Objectives have been met (Pre and post test, Q&A etc.)

Insert specific methods

Timed Outline: Describe in detail the components of the course by breaking it down into subject matter areas of no greater than 15 minutes. What will be the method of instruction or teaching technique used for each area (lecture, slides, group activities, videotape etc.)

Length in Time (15 min. increments)	Teaching Technique	Subject Matter Segment and Description
0-15 Mins	Lecture	Introduction, establish goals and objectives
15-30	Lecture	Examine different inspections and how they work
30-45	Lecture	"
45-60	Lecture	"
60-75	Lecture	"
75-90	Break	

0-15	Lecture	Legal guidelines for discovery and disclosure in a transaction
15-30	Lecture	Disclosure pitfalls
30-45	Lecture	Common Inspection finding and how to deal with your customer
45-60	Lecture	Finding reasonable common ground
60-75	Exercise	What inspections and inspectors should you suggest to your cust.
75-90	Break	
0-15	Lecture	Inspection repair negotiations and forms to use
15-30	Lecture	Psychology of repair negotiations
30-45	Lecture	Dealing with deadlines and timing problems
45-60	Lecture	The paper trail, diplomacy and keeping things calm
60-75	Summary	Review of Legal and REC rules and regs
75-90	“	Finding the common ground and keeping the deal together
0-15		
15-30		
30-45		
45-60		
60-75		
75-90		