

Course Title: GRI-Legal Liability Issues: Minimize Your Risk

Course Description: This course explains the meaning of and penalties of misrepresentation. Also they will recognize material facts and identify warning signs of environmental hazards. Third party experts play a huge part in avoiding legal liability. Obeying the rules and keeping up with new changes to laws will be taught.

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

Learning Level	Learning Objective
Insert Level (Words or	Insert corresponding learning objective
Knowledge	The student will gain the knowledge and put to use the safeguards learned in class.
Understand	Student will understand the importance of their actions and how it extends to the rules and how they conduct business
Apply	Student will learn how to apply and evaluate what they learn. The practice of good business and applying attention to detail in each and everything they do for themselves as well as for the protection of the public.

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
90 minutes	Powerpoint, student exercise, case study	Module 1. Disclosure 1. Required disclosures 2. Commission Rules—Broker Duties 3. Code of Ethics
90 minutes	Powerpoint with lecture, handouts, quiz	Module 2. Antitrust in Real Estate 1. Sherman Act 2. Dealing with Customers and Clients 3. Dealing with Competitors 4. Advertising 5. Service Providers
90 minutes	Powerpoint, lecture, case studies, and exercises	Module 3. Misrepresentation 1. Legal Basis 2. Types of Fraud 3. Negligence 4. Stigmatized Property 5. New Mexico Disclosure Act 6. Unauthorized Practice of Law 7. Reducing Risk 8. Legal Remedies 9. Property Disclosure

90 minutes	Powerpoint, exercise	Module 4. Areas of Potential Liability 1. Environmental Hazards 2. Property Condition Issues 3. Legal Issues 4. Governmental Issues 5. Private Restrictions/encumbrances 6. Contractual Issues
60 Minutes	Powerpoint and Lecture	Module 5. Risk Reduction Tools and Techniques 1. Conflict Resolution a. Ombudsman b. Mediation c. Ethics Complaint and Arbitration Request d. Real Estate Commission Complaint 2. Steps When Contacted by Attorney
60 minutes		Final Exam