



WED. JUNE 14

PROCURING CAUSE: A MATTER OF ETHICS

3.0 CORE CEU

9:30a – 12:45p

Instructors: Dewain Sanders and Elsie Sayre

The majority of commission disputes hinge on disagreements over whether individuals contributed significantly to making a sale. In determining if a cooperating salesperson or broker is entitled to a commission, the following should be considered:

- When and how was the original introduction [of the buyer to the property] made?
- Did the original introduction start an uninterrupted series of events leading to the sale?
- Did the broker/salesperson who made the original introduction maintain contact with the buyers?
- Did the broker/salesperson engage in conduct that prompted the buyer to look elsewhere for assistance?
- If more than one cooperating broker was involved, was the second broker/salesperson aware of the prior introduction of the buyer to the property?
- Was the introduction of a second broker an intrusion into the transaction or the result of estrangement or abandonment by the original broker?
- Did the cooperating broker initiate a separate series of events, not dependent on the original broker's/salesperson's efforts, that led to the successful transaction?

Instructors:
Dewain Sanders &
Elsie Sayre
Coldwell Banker
Hunter Realty

FREE to
LGAAR Members

Register at
LGAAR.org

**This class meets
the NAR and the
Ohio Division of
Real Estate Ethics
requirements**

You will be charged a \$20 no show fee if you register for a class and do not attend.
48 hours requested

How to Cancel:

Cancel through eventbrite
OR call 440.350.9000 OR
email Chrissy.rose@lgaar.org