

Topics for 2014-2015 General Update Course

1. Electronic signatures and electronic record-keeping requirements and considerations.
2. Property Management Issues:
 - A) Review any revisions in landlord-tenant laws;
 - B) Discuss Rule A.0109(a) & (b) requirements if broker is receiving consideration (kickbacks) from service providers; inflating repair estimates/bills illegal;
 - C) NCREC position re: reservation fees to hold unit pending lease execution.
 - D) Incorporate discussion from this year's BICAR course on fair housing re: requests for accommodations/modifications, what an owner/agent may ask tenant to verify, and reasonable restrictions.
3. Review any revised Rules (not many) and new or revised laws that impact real estate brokerage (altho none anticipated to Chapter 93A).
4. Miscellaneous:
 - A) Working with unrepresented buyer *as Seller agent only* where Company has listing. (Many brokers seem to believe that to assist a buyer in preparing an offer, the broker must be acting as a buyer agent/dual agent. Would like to dispel this misconception.)
 - B) Discussion of issues re: public vs. private streets, duty to discover and disclose, problems with discovery & related issues. Intended more as an alert to the various issues involved, but may not have any definitive answers.
5. Perennial review of Licensing and Education Requirements, i.e., how to keep a current and active license.