

Continuing Education Seminar Topics

Our attorneys regularly lead continuing education eligible seminars for real estate professionals across Colorado. These sessions are tailored to support brokers, managing brokers, and industry professionals seeking deeper knowledge in compliance, contracts, commercial real estate, ethics, and specialized legal topics. Below is a categorized list of seminar topics we offer. We are also happy to create customized presentations based on your group's needs.

Real Estate Law

- **Annual Commission Update Course:** Stay compliant with the Real Estate Commission's latest updates on contracts, regulations, and practice issues.
- **Liens & Deeds:** Understand priority, expiration, and effects of IRS, DOJ, HOA, UCC, and mechanics' liens, plus types of deeds (warranty, sheriff's, quit claim, confirmation).
- **Drafting Better Additional Provisions:** Gain confidence writing additional terms in CREC contracts—when to use preprinted language, how to spot obligations vs. contingencies.
- **Negotiations for Brokers:** A hands-on class to help you become a more strategic and effective negotiator.
- **The Good, the Bad and the Ugly of Multiple Offers:** Learn how to navigate backup offers, escalation/kick-out clauses, earnest money disputes, and seller defaults.
- **Five Ways to Lose Your License & Get Sued:** Straight talk from attorneys about the most common—and avoidable—broker pitfalls.
- **Contract Issues for Buyers:** This class focuses on the sections of the real estate contract that most commonly create risk or confusion for buyers. Learn how to help buyers understand deadlines, contingencies, due diligence obligations, and financing provisions.
- **Writing Winning Offers (Without Getting in Trouble):** Craft stronger offers while minimizing legal risk.
- **Sales Contracts:** Key things to consider when reviewing a sales contract.
- **Whoops, I just stepped in it!:** From overlooked disclosures and tight timelines to difficult conversations and legal gray areas, this class helps brokers navigate the messy middle with clarity, calm, and professionalism.
- **The Anatomy of a Lawsuit:** This course pulls back the curtain on what really happens when deals go sideways, and disputes might land in court. From the sometimes-surprising reasons lawsuits get filed, to why some disputes are settled quietly, while others go nuclear, we'll explore how legal battles unfold and why good brokers sometimes end up in the middle. You will learn how to assist your client's lawyers—not from a place of fear, but with clarity and calm.
- **Antitrust (One Year Later (ish)):** The antitrust lawsuits changed the landscape of representation. Review the changes, the things that have been learned, and best practices.
- **Contingencies and Beyond:** You can think of contingencies as lurking monsters that may spring up to swallow your deal. Contingencies are better thought of as potential exit ramps that allow your client to feel comfortable signing the contract. More deals happen because of contingencies than despite contingencies.
- **They Lurk Among You:** Protecting your clients from other broker's mistakes
- **Objection, Resolution, Termination and Amend/Extend:** Learn how to properly use the Inspection Objection, Inspection Resolution, Notice to Terminate, and Amend/Extend forms in Colorado real estate transactions.

Commercial Real Estate

- **Converting a Station Wagon Into a Sports Car – Commercial Contracts:** Explore what's missing from standard forms and how to spot when attorney input is needed.
- **Demystifying Commercial Real Estate:** A practical overview of contracts, title, land use, financing, tax issues, leasing, and commercial competence.

Compliance/Professional Standards

- **Ethics – Our Promise of Professionalism** (Updated Case Studies)
- **Code of Ethics Enforcement and Arbitration Processes for Hearing Panel Members**
- **Letting the Cat Out of the Bag: Real Estate and Social Media**
- **Hot Market Issues – Listing Brokers**
- **What You Don't Know About Title Insurance Can Hurt You**
- **Wire Fraud & More**
- **Herding Cats: Supervision by Managing/Employing Brokers**

Specialty Topics

- **Probate and Trust Estates**
- **Foreclosure Essentials for Brokers**
- **Divorce Issues in Colorado Real Estate**
- **Oil & Gas Issues for Real Estate Brokers**
- **Understanding Colorado's Changing Marijuana Laws**

To schedule a seminar or request a custom topic, please call (303) 539-9205 or email andrea@frascona.com.