



RB 770- Be at the Helm – Navigating Sales Contracts, Offers, Contingencies & Escrow

3 Hour Elective Class

Course Description:

(Course No. 564003115)
This course will explore the essential elements of a contract, what agents are authorized to do regarding contract formation, requirements under the IL Real Estate Licensing Act of 2000 & the Realtor® Code of Ethics, contract negotiations, handling multiple offers, contingencies, disclosures, back up offers, contract default procedures, earnest money, and escrow requirements.

LOCATON: LIVE ZOOM CLASS

If you require special accommodations due to a disability, please contact Molly@trarealtors.net to describe the accommodation.

Illinois School of Real Estate
POWERED BY ILLINOIS ASSOCIATION OF REALTORS®



With Instructor:
Annette Panzek

January 21, 2026
6:00PM - 9:00PM

COST:

\$15.00 for Members
\$35.00 for Non-Members

*Payment is required at registration.
** If registrant cancels within 48 hours of class or is a no show, they will be assessed a \$25.00 cancellation fee.

