

REAL ESTATE ESSENTIALS

TWO CLASSES. REAL-WORLD KNOWLEDGE.



INSTRUCTOR:
Nelson Zide



PURCHASE & SALES AGREEMENT (RE89R14)

Gain a clear understanding of the Purchase & Sales Agreement and the key elements every REALTOR® should know.



CLOSINGS & SETTLEMENTS (RE89R14)

Learn the closing process, key players and what to expect to ensure a smooth and successful settlement.

DATE	TIME	CLASS	INSTRUCTOR
Wednesday Oct. 21, 2026	9:00 a.m. – 11:00 a.m.	Purchase & Sales Agreement (RE89R14)	Nelson Zide
	11:15 a.m. – 1:15 p.m.	Closings & Settlements (RE89R14)	Nelson Zide

TUITION RATES PER CLASS

FREE Member

\$35 Non-member

REGISTRATION FORM

Select a course(s):

- ☐ Purchase & Sales Agreement
☐ Closings & Settlements

Name: _____

Company: _____

Email: _____ Phone: _____

Registration and cancellation policy:

Cancellation must be in writing and emailed to
Laura@rapv.com.

NON-MEMBER PAYMENT INFORMATION

Payment Method (check one):

☐ CHECK ☐ VISA ☐ MASTERCARD ☐ Amex

Credit Card #: _____

Exp. Date: _____ CVV: _____

Total amount: \$ _____

Signature: _____



Register online at
[rapv.com/member-portal](https://www.rapv.com/member-portal)

Make checks payable to RAPV and mail to:
225 Park Ave., West Springfield, MA.

Questions? Contact Laura Herring at
Laura@rapv.com or call (413) 785-1328 ext. 5.



LOCATION:

Realtor® Association of Pioneer Valley
225 Park Ave., 4th Floor, West Springfield, MA



ARRIVAL INSTRUCTIONS:

- Sign in at the registration table in order to get credit for the course.
- Latecomers have a 10-minute grace period. Attendees must stay for the entire program to receive course credit.
- Certificates are available online at <https://www.rapv.com/member-portal>.

Invest in Your Knowledge. Empower Your Business.

REALTORS® ARE BETTER TOGETHER.