



# REALTOR® ASSOCIATION of Sarasota and Manatee



## Procuring Cause and Multiple Offers

**WEDNESDAY, JULY 13**

**9 - 11:30 a.m.**

**NORTH OFFICE**

10910 Technology Terrace, Lakewood Ranch

RASM/SCBA/MCBA MEMBERS: \$10

OTHERS: \$20

How important is Procuring Cause to you the agent, or to you the broker?

Do you know what steps to take in a Multiple Offer situation?

*Join us for panels on these two topics.*

### Procuring Cause

Join us for a presentation of what happens when a commission dispute sets in motion a Professional Standards hearing at your association. First you will learn the nuts and bolts about procuring cause, then you will have the opportunity to "Become a Procuring Cause Detective" in a variety of case studies.

#### PANELISTS



Michael Bruno  
Michael Saunders  
& Company



Roger Piro  
RE/MAX  
Alliance Group



Stafford Starcher  
RE/MAX  
Alliance Group

### Multiple Offers

With high demand and falling inventories, sellers are in a strong position in many Florida markets. A new listing might generate one or more offers within a short time frame. But sellers may not be sure how to evaluate multiple offers and make a well-informed decision. In turn, buyers often need advice about the best strategy for making their offer more appealing. What would be their highest and best offer for a home that they really want?

#### PANELISTS



Georgina Clamage  
Michael Saunders  
& Company



Greg Owens  
Keller Williams  
on the Water



**Moderator**  
David Clapp  
RE/MAX  
Alliance Group



Sylvia Golden Norris, Esq.  
Sylvia Golden  
Norris, P.A.



Joe Shea, Esq.  
RE/MAX  
Alliance Group

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**Don't miss this lively session  
with plenty of Q&A!**

Questions? Contact Catherine McCaskill • [catherine@MyRASM.com](mailto:catherine@MyRASM.com)



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