

Contract Writing 101

Everything You Need To Know on How to Write a Contract



Tue Mar 24, 2026
10:00am to 1:00pm EST



Newnan-Coweta Board of REALTORS®
75 Jackson Street, Suite 400 - Newnan, GA

Register At www.AmericanREU.com/classes



Mastering the Art of the
Residential Real Estate Contract

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Contract Writing 101 - GA

Mastering the Art of the Residential Real Estate Contract

Whether you're a new agent looking to build a strong foundation or a seasoned professional ready for a refresher, this course is designed to take your contract-writing skills to the next level. In this in-depth, hands-on course, we will do a line-by-line breakdown of the primary GAR (Georgia Association of REALTORS®) residential contract forms used in real estate transactions across Georgia. Our goal is to help you not just complete a contract—but to understand it inside and out. Through detailed discussions, real-world examples, and expert guidance, you'll gain a deeper understanding of:

- The structure and intent of key GAR contract forms
- How to write technically accurate and legally compliant contracts
- Common mistakes that lead to legal issues—and how to avoid them
- Best practices for protecting your clients and your business
- How to explain contract terms clearly to buyers and sellers

By the end of this course, you'll walk away with the confidence to write contracts that are not only correct, but also effective in representing your clients' interests. Everyone is welcome—whether you're brand new to the business or just looking to sharpen your skills. Laptops are NOT required. Just bring your curiosity and a willingness to dive deep into the forms that form the foundation of every successful transaction.