

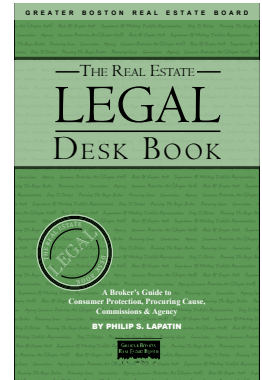
# The 2005 edition of Attorney Philip S. Lapatin's popular Real Estate Legal Desk Book

A brokers guide to consumer protection, procuring cause, commissions & agency!

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## Who Should Buy the LEGAL DESK BOOK:

- Newly licensed brokers and salesperson starting their real estate career
- Principal brokers and office managers who counsel and manage sales associates
- Real estate instructors and company trainers
- Students enrolled in real estate pre-licensing courses



## About the publication

Since it was first published in 1978, the *Real Estate Legal Desk Book* has been used by hundreds of brokers, sales agents and real estate instructors across Massachusetts. This publication has earned the reputation among real estate professionals as a "must have" publication for avoiding expensive and potentially career-ending omissions, mistakes and misrepresentations related to Chapter 93A.

Written in a straightforward, easy-to-read style, Mr. Lapatin presents insights into the evolution of laws covered in the text, explains what the law requires of real estate practitioners and why, and offers practical advice for avoiding and minimizing liability through prudent risk management practices. The text includes instructive examples and lessons based both on case law and the REALTOR® Code of Ethics.

The 2005 edition includes updated case law and a new chapter on recent statutory and regulatory changes governing agency relationships. Also included, are chapters on commissions and procuring cause – two sensitive and often controversial areas involving relationships between brokers.

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