

# Aftermath: Top 10 Lessons on Representing Sellers

Every licensed real estate agent has a fiduciary obligation to represent their client in the client's best interest. However, the fear of litigation and arbitration can cause agents to be reserved in asserting themselves during times of disagreement. Agents need to know how they can fulfill their obligation without creating a bigger problem for everyone involved.

During this session we will identify the top topics of real estate transactions omitted from conversations that affect the representation and their seller directly. These are real issues, real transactions and real temptations that could have been avoided. You will learn how to recognize them, explore options and reduce the sellers from being negatively impacted.

- To improve understanding of common legal issues involved in real estate transactions
- To provide the "best practices" as to these issues
- To educate as to the avoidance of common mistakes in real estate transactions



Jeff O'Brien is a partner with Chestnut Cambronne and serves as general counsel to closely held businesses as well as real estate agents, brokers, buyers and sellers.

He is licensed to practice in the States of Minnesota, Wisconsin and Iowa and is certified as a real property law specialist by the Minnesota State Bar Association.

A frequent lecturer and writer, he is a regular guest on several radio shows and podcasts including Justice & Drew, and The BS Show with Bob Sansevere, and he is the voice of the "Minnesota Home Talk Legal Minute" on 1500 ESPN.

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