



## **REALTOR WORKSHOP ON DIVORCE SALES**

Samantha Graff Benmor (Award Winning Realtor) and Steve Benmor (Certified Divorce Specialist) provide workshops to Realtors on how to serve divorcing clients.

This workshop educates Realtors on how to build professional alliances with divorce lawyers, financial advisors, family mediators and marriage counsellors to assist divorcing spouses with the sale of their:

1. matrimonial home
2. summer home
3. winter chalet
4. cottage, or
5. investment property.

During this workshop, Realtors learn:

1. How to locate and build connections with divorce lawyers, financial advisors, family mediators and marriage counsellors and other allied professionals
2. How to market and advertise divorce sales to professionals
3. How to research and advise spouses on the timing of the listing given market conditions
4. How to advise the spouses on the fair market value of the matrimonial home
5. How to facilitate open dialogue on the feasibility of one spouse purchasing the matrimonial home from the other spouse and how this can lead to a buyer representation
6. How to facilitate, mediate and problem-solve all issues surrounding the listing of the family property for sale, the ask price, offers, the closing date, inclusions/exclusions, conditions, etc.

7. How to assist the divorce lawyers with the distribution of the sale proceeds upon closing
8. How to navigate offers to purchase from one spouse
9. How to use double agents when the spouses cannot agree on one Realtor and how to ensure that each spouse is independently protected
10. How to prepare the family home for viewings and open houses when only one spouse occupies the home and reporting to the non-occupying spouse
11. How to address privacy issues such as security and alarm systems
12. How to handle all pre-listing and post-closing disagreements between the owners (eg. repairs and improvements, division of home contents, junk removal, etc.)
13. How to assist the clients to resettle after separation and divorce by searching for and finding temporary or permanent housing
14. How to assist the clients with financing and affording new housing
15. How to mediate the terms of an internal buy-out by using vendor-take-back mortgages as between spouses and adding family members to guarantee new mortgages

For more information on booking this workshop, email [steve@benmor.com](mailto:steve@benmor.com)

*Samantha Graff Benmor has been assisting buyers and sellers with their real estate needs since 1995. Alongside her Award winning mother, Cheryl Graff, Samantha understands how real estate needs evolve with different life stages. She has leveraged her extensive real estate knowledge, relationships, and trusted reputation to help buyers and sellers during life's most difficult stages including marriage, divorce and estate planning. In 2023, Samantha received advanced training in negotiation and mediation from Harvard University. Whether locally in Toronto, or through her travels domestically and internationally, Samantha has established her leadership with clients, realtors and allied professionals.*

*Steve Benmor, B.Sc., LL.B., LL.M. (Family Law), C.S., is the founder and principal lawyer of Benmor Family Law Group, a boutique matrimonial law firm in downtown Toronto. He is a Certified Specialist in Family Law and was admitted as a Fellow to the prestigious International Academy of Family Lawyers. Steve is regularly retained as a Divorce Mediator, Arbitrator and Parenting Coordinator. As a Divorce Mediator, Steve uses his 30 years of in-depth knowledge of family law, court-room experience and expert problem-solving skills in Divorce Mediation to help spouses reach fair, fast and cooperative divorce settlements without the financial losses, emotional costs and lengthy delays from divorce court.*