



CERTIFIED
RISK MANAGEMENT
SPECIALIST

All signs point to success!



ARIZONA'S RISK MANAGEMENT PROGRAM

MASTERING THE RESIDENTIAL RESALE TRANSACTION

This course provides a detailed look at the framework that makes up real property contracts, AAR's Residential Resale Purchase Contract in particular, as well as other related forms and addenda often used in connection with the resale contract.

Upon completion of this course, students will be able to:

- Describe the framework of real property contracts
- Properly execute the resale contract
- Explain the risk associated with the various sections of the resale contract
- Describe the function of related forms and addenda commonly used in connection with the resale contract.
- Use the provisions of the resale contract to avoid sticky situations that can increase risk and liability for consumers, agents and brokers.

WHAT STUDENTS ARE SAYING:

"This class should be required in Pre-licensing training, and new agents should have to take the class 3 times during their first year. All agents should have to take this class at least once a year. This has been the most informative class I have taken! Thank you so much Worth every dime!"

WHY THIS INSTRUCTOR?

Mary Frances Coleman, ESQ is a licensed attorney, a REALTOR®, a broker and a coach who has spent her entire 20+ years on real estate transactional issues. Her high energy delivery connects the information with the street practice leaving you with a thorough understanding of areas of risk and what you can do to minimize your risk.

To learn more about the rCRMS certification, visit <http://www.aaronline.com/increase-knowledge/certified-risk-management-specialist-rcrms/>

To learn more about the GRI designation, visit: www.azgri.com

**GIVE CLIENTS THE UTMOST PROTECTION DURING THEIR
TRANSACTION...EARN THE RCRMS CERTIFICATION.**

**Brought to you by: Scottsdale Area
Association of REALTORS® and AAR**

**Register:
www.regonline.com/CRMS2014**



DATE

May 15,-16 2014
9:00 a.m. – 4:15 p.m.

LOCATION

Scottsdale Area
Association of REALTORS®
4221 N. Scottsdale Road
480-945-2651

PRICE

\$99 by May 9
\$109 after May 9

INSTRUCTOR

Mary Frances Coleman

C/E:

9-contract law/3-disclosure

ARIZONA ASSOCIATION
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