

## LEASING ESSENTIALS

This course addresses risk management topics and issues related to the AAR Residential Leasing Agreement, landlord/tenant laws, and brokers/agents' responsibilities.

### COURSE LEARNING OBJECTIVES

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

- Avoid risks addressed by the AAR Residential Lease Agreement ("Agreement").
- Describe how the Agreement protects tenants and landlords in a leasing transaction.
- Explain the requirements of ARLTA as they relate to the duties of landlords and tenants.
- Identify the risks associated with noncompliance with ARLTA.
- Describe the statutory requirements of property management agreements.

### WHY ATTEND

This course addresses risk management topics and issues related to the AAR Residential Leasing Agreement, landlord/tenant laws, property management and brokers' responsibilities.

#### What students are saying:

*Very informative and eye opening*

*Understanding the potential areas of risk and need for detailed documentation*

*Going over lease agreement step by step*

*Every topic covered was valuable. Being new to real estate it was very informative*

*Excellent discussion, comments, questions throughout the class- very educational!!!*

This course offers credits toward the rCRMS certification and GRI designation.

***Go the extra mile to protect your client's interests as well as manage your risks!***

**TO REGISTER: contact Marge Lindsay at 602-942-4200 or email registration to: [tohton@westusa.com](mailto:tohton@westusa.com).**

Name \_\_\_\_\_

Company Name \_\_\_\_\_

Email \_\_\_\_\_ Phone \_\_\_\_\_

M/C Visa # \_\_\_\_\_

Exp date: \_\_\_\_\_ Security code \_\_\_\_\_



#### DATE

January 31, 2014  
9:00 a.m. – 4:00 p.m.

#### LOCATION

West USA classroom  
16807 N. Cave Creek  
Road, Phoenix 85032

#### PRICE

\$50 thru January 22  
\$79 after January 22  
Breakfast and Lunch  
provided

#### INSTRUCTORS

Sue Flucke, West USA  
Realty

Denise Holliday,  
Holliday & Holliday, PC

#### C/E:

3-contract law/3-legal  
issues

Mastercard and Visa  
Accepted.

No cancellation refunds  
after January 22