



**Broker
University**



Broker University is proudly brought to you by the
ARIZONA ASSOCIATION OF REALTORS®

August 18-19, 2014

INSTRUCTOR:

Evan Fuchs, Designated Broker for Bullhead Laughlin Realty, continuing education and prelicensing instructor in Arizona. Evan brings over 13 years of brokerage experience to the classroom offering practical applications and discussions to the classroom.

LOCATION:

**AAR classroom
255 E. Osborn, Phoenix**

Remote locations include:

- **Green Valley**
- **Lake Havasu**
- **Prescott**
- **Southeast Arizona**
- **Yuma**

Live feeds to remote locations: Students will be able to see and hear the instructor and will be able to ask questions.

Broker Management Clinics

August 18, 2014

BMC #1: Statutes & Rules (9:00– 12:00)

3-Commissioners Standards

This class provides a review of the Arizona Revised Statutes and Commissioner's Rules as they apply to the management of a brokerage and the oversight of licensees including disclosures, contracts, fiduciary duties, advertising, record keeping, trust account management, and employment agreements as well as compliance and risk management activities.

BMC #2: Broker Policies (1:00—4:00)

3-Commissioners Standards

Explore suggested policies addressing top issues in Arizona as well as examine ADRE regulations, including the management of transaction files and storing and managing confidential data. The class will also identify key components of well written office policies to minimize risk and clarify interpretation to better provide a clear understanding and expectations of licensees under the supervision of a broker.

August 19, 2014

BMC #3: Supervision (9:00– Noon)

3-Commissioners Standards

Review the duties of a broker as required by the ADRE Commissioner's Rules, and the general requirements of broker employment agreements, who is responsible for supervision and the consequences for failing to supervise. Discuss agency relationships and identify the risks associated with different kinds of agency relationships, how they will be handled and what the standard of care will be.

Register Today!

www.regonline.com/2014BMCs

\$29 each or \$80 for all three



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