



# Real Estate is *Risky* Business\*

## Risk is Real: How to Recognize and Manage It

Real estate is a complicated enterprise entailing an alarming number of risks and liabilities. Brokerage managers and owners must have rock-solid risk management and reduction practices to shield their companies against significant losses, dwindled productivity and a damaged reputation.

In this two-day workshop, you will learn to identify the liabilities laden in the day-to-day operation of a brokerage, and methods for managing or shifting the risk.

Topics covered include:

- **Recognizing common and uncommon areas of liability**
- **Crafting and implementing proactive risk-shifting policies and procedures**
- **Designing a risk management education track for your organization**
- **Strategizing and using a thorough risk management strategy**

Worth 3 CRB Credits

\*Formerly titled, "Brokerage Liability: Develop a Comprehensive Risk Management Plan"



**COUNCIL OF REAL ESTATE  
BROKERAGE MANAGERS**

*Knowledge Delivered.®*

### TAKE THE COURSE!

**Monday, April 28<sup>th</sup> – Tuesday, April 29<sup>th</sup>  
8:30am – 4:30pm**

Scottsdale Area Association of REALTORS®  
4221 N Scottsdale Rd, Scottsdale, AZ 85251

**Instructors:** Laura Kovacs, CRB, SRES &  
Holly Eslinger, ABR, CRB, CRS, GRI

**CE Hours:** 3 Commissioner's Standards /  
3 Disclosure / 3 Legal Issues

**Cost:** \$179

**Register at [SAARonline.com!](http://SAARonline.com)**