



Fiduciary Duties...Make Them Matter & What's Fair is Fair

February 27, 2018

DATE:

Tuesday, February 27, 2018
9:00 AM—4:00 PM

LIVE STREAMED TO:

Bullhead City/Mohave Valley
Kingman/Golden Valley
Lake Havasu
Sedona/Verde Valley
Southeast AZ/Sierra Vista
White Mountain
Yuma

PRICE:

\$20 for one course / \$30 at door
\$35 for both courses / \$45 at door

INSTRUCTORS:



Mandy Neat



Melinda Eslinger

Fiduciary Duties...Make Them Matter (C/E: 3 Agency)

Mandy Neat
9AM-12PM

Do you find yourself wishing for a professional cross sale experience? Do you know your duties to other parties and your clients, not just the obvious ones? How to set yourself apart utilizing your fiduciary duties? The Arizona Association of REALTOR® forms creates a guideline for professionalism and how to treat others while putting your client first. You'll learn:

- What Fiduciary means and that Agency is more than paperwork
- Overview of the laws that pertain to REALTOR® duties
- How to work professionally with others
- How to use fiduciary to set yourself apart

What's Fair is Fair (C/E: 3 Fair Housing)

Melinda Eslinger
1PM-4PM

Some behaviors might not strike you as clear-cut violations of the federal Fair Housing Act. Learn to identify fair housing discrimination through a review of court cases, practical examples and a journey through history. You will leave class able to recognize fair housing discrimination and will receive tips on how to avoid overstepping the law.

Instructors:

Mandy Neat is an active REALTOR® in West Maricopa County and is passionate about making a difference in the real estate industry. **Melinda Eslinger** is the Designated Broker/Owner for Long Realty. She thrives on helping people through the real estate process.

Arizona Association of REALTORS® presents these classes through AAR's Education Outreach program. The classes are live streamed into your Association's classroom from AAR's classroom. The instructor's attention is on you—delivering the content in an engaging and interactive format. You see, hear, ask questions and participate LIVE.

REGISTER BY 2/22: www.aaronline.com/event/e/CE02272018

*Cancellations received after 2/20 are not eligible for a refund. C/E provided under the AAR school.

STREAMING LIVE



255 E. Osborn Rd., Suite 200 • Phoenix, AZ 85012
Telephone: 602.248.7787 • Toll-free in AZ: 800.426.7274 • Fax: 602.351.2474
www.aaronline.com