

# AGENCY, EMPLOYMENT & THE STANDARD OF CARE

Many disputes arise as a result of the parties' failure to understand the terms of employment agreements and what constitutes an appropriate standard of care agency relationship.

**MARCH 8, 2018**

9:00 a.m. – 4:00 p.m.

**LOCATIONS:**

Bullhead City/Mohave Valley  
Central Arizona  
Kingman/Golden Valley  
Lake Havasu  
Sedona/Verde Valley  
Southeast Arizona  
White Mountain  
Yuma

**PRICE:**

Before 3/4: \$49.00

At-door: \$59.00

No refunds after 3/1

*At door subject to availability;  
materials not guaranteed*

**INSTRUCTOR:**

Mary Frances Coleman



**C/E:**

3 Agency/3 Commissioner's  
Standards

***Upon completion of this course, you will be able to:***

- Describe what constitutes the standard of care required in Arizona.
- Implement strategies to avoid risks related to failing to adequately perform the duties required in an agency relationship.
- Explain how a commission is and is not earned under a listing agreement, as interpreted by Arizona courts.
- Reduce risks associated with commission disputes under co-brokerage agreements.

**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 information with street practice, leaving you with a thorough understanding of areas of risk and what you can do to minimize it.

**To learn more about the rCRMS certification, visit**

<http://www.aaronline.com/increase-knowledge/certified-risk-management-specialist-rcrms/>

**BONUS:** This class also offers credit towards the GRI designation

**To learn more about the GRI designation, visit:** [www.azgri.com](http://www.azgri.com)

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.

STREAMING LIVE

**REGISTER BEFORE MARCH 4, 2018**

[www.aaronline.com/event/e/CRMS03082018](http://www.aaronline.com/event/e/CRMS03082018)



**ARIZONA**  
association of  
**REALTORS®**

REAL SOLUTIONS. REALTOR® SUCCESS.



255 E. Osborn Rd., Suite 200 • Phoenix, AZ 85012  
Telephone: 602.248.7787 • Toll-free in AZ: 800.426.7274  
[www.aaronline.com](http://www.aaronline.com)