

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
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

C/E Provided By: AAR

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

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