

# MASTERING THE RESIDENTIAL RESALE TRANSACTION

Get a detailed look at the framework that makes up the AAR's Residential Resale Purchase Contract, as well as other related forms and addenda often used in connection with the resale contract.

**FEB 28-MAR 1, 2018**

9:00 a.m. – 4:00 p.m.  
Registration 8:30 a.m.

**LOCATION:**

Phoenix Association of  
REALTORS  
5033 N 19th Ave #119  
Phoenix



**PRICE:**

Before 2/22: \$79

At-door: \$89

No refunds after 2/21

*At door subject to availability;  
materials not guaranteed*

**INSTRUCTORS:**

Jesi Wolnik, Esq.

Marge Lindsay

**C/E:**

9 Contract Law

3 Disclosure

**C/E provided by AAR**

**YOU'LL LEAVE THE CLASS ABLE TO:**

- Describe the framework of real property contracts
- Properly execute the resale contract
- Explain the risk associated with the various sections of the resale contract
- Describe the function of related forms and addenda commonly used in connection with the resale contract.
- Use the provisions of the resale contract to avoid sticky situations

**WHY THESE INSTRUCTORS?**

**Jesi Wolnik** is an attorney with Manning & Kass and part of the AAR's legal hotline program. **Marge Lindsay** has been in real estate for 42 years most of which have been in a broker/manager role. The attorney and practitioner instructor team connects the information with the street practice, leaving you with a thorough understanding of areas of risk and what you can do to minimize your risk.

**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)

**REGISTER BY FEBRUARY 22**

[www.aaronline.com/event/e/CRMS02282018](http://www.aaronline.com/event/e/CRMS02282018)