

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.

**APRIL 11, 2018**

9:00 a.m. – 4:00 p.m.

**LOCATION:**

SEVRAR  
1363 S. Vineyard  
Mesa



**PRICE:**

Before 4/5: \$59.00

At-door: \$69.00

No refunds after 4/4

*At door subject to availability;  
materials not guaranteed*

**INSTRUCTOR:**

Jesi Wolnik



**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?**

Jesi Wolnik is an associate at Manning & Kass and has been a licensed real estate broker for more than 15 years. She served on the Grievance and Professional Standards Committee for the SouthEast Valley Regional Association of REALTORS® and is one of the attorneys for the Arizona Association of REALTORS® Hot-line Program.

**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 BEFORE APRIL 5, 2018**

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