



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

Tuesday, May 8, 2018

### Date:

Tuesday, May 8, 2018  
9:00 AM—4:00 PM

### LIVE STREAMED TO:

Bullhead City/Mohave Valley  
Kingman/Golden Valley  
Sedona/Verde Valley  
White Mountain  
Yuma

### PRICE:

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

### INSTRUCTORS:

Melinda Eslinger



Mandy Neat



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

#### Melinda Eslinger (9AM-12PM)

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.

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

#### Mandy Neat (1PM-4PM)

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 REALTORS® forms create a guideline for professionalism and how to treat others while putting your client first. You'll learn:

- What Fiduciary means
- 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

### Instructors:

**Melinda Eslinger** is a top producing REALTOR® in the Phoenix area and actively engaged in opportunities to mentor, educate and assist fellow agents.

**Mandy Neat** is an active REALTOR® in West Maricopa County and is passionate about making a difference in the real estate industry.

STREAMING LIVE

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 May 4

[www.aaronline.com/event/e/CE05082018](http://www.aaronline.com/event/e/CE05082018)

\*Cancellations received after 5/1/2018 are not eligible for a refund. C/E provided under the AAR school.



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