

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.

AUGUST 29, 2018

9AM – 4PM

LOCATION:

Phoenix Association
of REALTORS®
5033 N. 19th Ave, Phoenix



PRICE:

By 8/23: \$59.00

At-door: \$69.00

No refunds after 8/19

*At door subject to availability;
materials not guaranteed*

INSTRUCTORS:

Marge Lindsay
Jesi Wolnik, Esq.

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 THESE INSTRUCTORS?

Jesi Wolnik, Esq. is an attorney with Manning & Kass and part of the AAR's legal hotline program. **Marge Lindsay** has been in real estate for over 45+ 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

REGISTER BY AUGUST 23, 2018

www.aaronline.com/event/e/CRMS08292018