



## Avoid Agency Risk & Increase Profit and Do the Right Thing

### DATE:

Tuesday, August 28, 2018  
9AM—4PM

### LIVE STREAMED TO:

Bullhead City/Mohave Valley  
Central Arizona  
Kingman/Golden Valley  
Lake Havasu  
Sedona/Verde Valley  
Western Pinal  
White Mountain  
Yuma

### PRICE:

\$20 for one course / \$30 at door  
\$35 for both courses / \$45 at door  
*At door subject to availability;  
materials not guaranteed*

### INSTRUCTOR:

Paula Monthofer



### Avoid Agency Risk & Increase Profit

C/E: 3 Agency  
9AM-12PM

Paula will navigate through real world agency scenarios from the AAR Legal Hotline and provide techniques to enable you to market your unique skills through the use of the READE form.

### Do the Right Thing

C/E: 3 Fair Housing (Fulfills NAR Code of Ethics requirement)  
1PM-4PM

Gain a better understanding of fair housing through discussion of the protected classes. You'll come away with actionable tips and best practices to help you avoid violating fair housing laws.

### Instructor:

Paula is an active boots on the ground REALTOR® in Flagstaff and the Owner/Instructor of the Focus School of Real Estate.

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 BY 8/23

<http://bit.ly/2tMYgQj>

\*Cancellations received after 8/18 are not eligible for a refund. C/E provided under the AAR school.



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