

# 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.

**NOVEMBER 29-30, 2018**

9AM – 4PM

Registration Opens 8:30 AM

**LOCATION:**

Scottsdale Area Association  
of REALTORS®  
8600 E Anderson Drive



**PRICE:**

By 11/25: \$79

At-door: \$89

No refunds after 11/19

*At door subject to availability;  
materials not guaranteed*

**INSTRUCTORS:**

Marge Lindsay  
Jesi Wolnik, Esq.

**C/E:**

9 Contract Law  
3 Disclosure

**C/E Provided By: AAR**

This course offers GRI credit in Arizona

**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, Esq.** is an attorney with Gust Rosenfeld and has been a REALTOR® in Arizona for over 7 years. **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](http://www.azgri.com).

**REGISTER BY NOVEMBER 25TH**

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