

**Date:**

June 26, 2018
9:00 AM—4:00 PM

LIVE STREAMED TO:

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

PRICE:

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

INSTRUCTOR:

Mary Frances Coleman, Esq.

**Liability & Risk Management****&****What You Wrote vs. What You Meant****June 26, 2018****Liability & Risk Management (C/E: 3 Commissioners Standards)
(9AM-12PM)**

Get a hands on feel for current issues you may encounter which can lead to future litigation. Learn how you can protect yourself and your brokerages from lawsuits. You'll learn to identify your fiduciary duty responsibilities and dig into various statutes, administrative codes and commissioner's rules that govern real estate licenses in Arizona.

**What You Wrote vs. What You Meant (C/E: 3 Legal Issues)
(1PM-4PM)**

Using precise language in the contract can make the difference between winning in court and losing a lot of money. Keeping your clients fully informed and establishing clear expectations will also save you a lot of headaches. Learn how to clearly communicate what you mean by:

- Taking a close look at the AAR contract
- Reviewing examples of what not to write
- Discussing the merits of using boilerplate language over additional terms
- Learning applicable real estate law

Instructor:

Mary Frances Coleman, Esq. is a licensed attorney, a REALTOR®, a broker and a coach who has spent her entire 20+ years on real estate transactional issues. Her high energy delivery connects information with street practice, leaving you with a thorough understanding of areas of risk and what you can do to minimize it.

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 JUNE 21

www.aaronline.com/event/e/CE06262018

*Cancellations received after 6/16 are not eligible for a refund. C/E provided under the AAR school.



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