



What Your Buyer Doesn't Know Can Hurt You & The Contract Matters! Perform to Impress

DATE

August 27, 2019
9AM-4PM

LIVE STREAMED TO

Bullhead City/Mohave Valley
Central Arizona
Kingman/ Golden Valley
Lake Havasu
Northern Arizona
Prescott
Southeast AZ
White Mountain
Yuma

PRICE

\$20 for one course / \$40 at door
\$35 for both courses / \$55 at door
No refunds after 8/17
*At door subject to availability;
materials not guaranteed*

INSTRUCTORS

Kathy Laswick
Mandy Neat

CE issued by AAR

What Your Buyer Doesn't Know Can Hurt You

3 Disclosure

9AM-12PM

Kathy Laswick

Explore your disclosure obligations to the client and non-client. Learn how to avoid inadvertent non-disclosures and discover how to identify a material fact.

The Contract Matters! Perform to Impress

3 Contract Law

1PM-4PM

Mandy Neat

Bring your 'A' game to the table with a deep dive into the Residential Real Estate Purchase Contract, which was designed to help buyer's agents better advocate for their clients and present a complete and transparent offer that reflects their needs. In this class you'll discover:

- A well written offer is your fiduciary duty
- How to write to impress and win the contract
- What you should know prior to writing an offer
- How to present to the other side professionally
- What a complete offer actually looks like.

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 AUGUST 22

<http://bit.ly/31WTTBW>