



Agency Relationships and Responsibilities & What You Wrote vs. What You Meant

DATE

September 24, 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 9/14
*At door subject to availability;
materials not guaranteed*

INSTRUCTOR

Mary Frances Coleman, Esq.

CE issued by AAR

Agency Relationships and Responsibilities

3 Agency
9AM-12PM

What do you know about your agency relationship to your client? Probably a lot less than you think you do! Fill in the gaps with a discussion on the different types of agency relationships and how your actions could affect your liability if there are any issues with representation.

What You Wrote vs. What You Meant

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 boilerplate language over additional terms
- Learning applicable real estate law

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 SEPTEMBER 19

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