



**Broker  
University**



Broker University is proudly brought to you by the  
**ARIZONA ASSOCIATION OF REALTORS®**

**August 3-5, 2020**

**Location:**

Live Streamed via Zoom

**Price:**

**\$25 (Single Classes) by  
7/30/2020**

**\$55 (For all three)**

No refunds after: 7/24/2020

**C/E:**

Provided By AAR

**Instructor:**

Laura Kovacs



Laura is currently the Assistant Executive Officer and Director of Education for the Scottsdale Area Association of REALTORS®. Previously she was with the Arizona REALTORS® as a Curriculum Specialist and Trainer and Director of Professional Development for HomeSmart. She is a Broker and has been a REALTOR® since 1976.

*Advanced Broker Management Clinics*

**August 3, 2020 | 1pm-4pm (Must be logged in by 12:30)**

**Advanced BMC #1: Statutes & Rules  
3-Commissioner's Standards**

Review Arizona Revised Statutes and Commissioner's Rules that build the foundation for the management of the brokerage and licensees; review cases studies and discuss current supervisory challenges, including disclosure, property management, fix & flips, data security, advertising, unlicensed assistants, teams and social media; "common" problems and the rules of record keeping and trust account management, broker absence and vicarious liability. Discuss best practices and the outcome of failure to supervise.

**August 4, 2020 | 9-Noon (Must be logged in by 8:30)**

**Advanced BMC #2: Broker Policies  
3-Commissioner's Standards**

Review the ADRE rules, requirements and expectations for a Broker that must fulfill the need for a policy and procedure manual. What primary categories required? Identify the top 25 categories that need to be addressed in a policy and procedure manual. Research resources and find information about each category and analyze the best way to address and apply it for their company to improve best practices and day to day activities of licensees.

**August 5, 2020 | 9-Noon (Must be logged in by 8:30)**

**Advanced BMC #3: Supervision  
3-Commissioner's Standards**

Review the process of an audit, record keeping and prohibited acts by brokers and licensees. What can happen if a broker doesn't establish and follow a standard of care? What activities cause risk and what are the legal and ethical obligations to the department, the public and the licensees? Evaluate a series of risk management and legal case studies - what is fair and ethical?

*Register Today!*

[www.aaronline.com/event/e/BMC08032020](http://www.aaronline.com/event/e/BMC08032020)



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