

Scottsdale Area Association of REALTORS® *presents ...*



MASTERING THE RESIDENTIAL RESALE TRANSACTION

This course provides a detailed look at the framework that makes up real property contracts, AAR's Residential Resale Purchase Contract in particular, as well as other related forms and addenda

OCTOBER 6-7, 2016

9:00 a.m. – 4:00 p.m.

LOCATION:

Scottsdale Area
Association Of
REALTORS®
8600 E. Anderson.
Scottsdale AZ
480-945-2651

PRICE: \$99.00 (pre-
registration deadline:
October 3)
\$109 At-Door

INSTRUCTOR:

Mary Frances Coleman

C/E: 9-contract/
3-disclosure

C/E Provided By:



Upon completion of this course, students will be 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 that can increase risk and liability for consumers, agents and brokers.

WHY THIS 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 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

REGISTER TODAY!

www.aaronline.com/event/e/MRToct