

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



EMPLOYMENT, AGENCY & THE STANDARD OF CARE

Many disputes arise as a result of the parties' failure to understand the terms of employment agreements and what constitutes an appropriate standard of care agency relationship.

DECEMBER 5, 2016

9:00 a.m. – 4:00 p.m.

LOCATION:

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

PRICE: \$79.00

\$89 At-Door
(pre-registration dead-
line: December 1)

INSTRUCTOR:

Mary Frances Coleman

C/E: 3-Agency/3-
Commissioners
Standards

C/E Provided By:



Upon completion of this course, you will be able to:

- Describe what constitutes the standard of care required in Arizona.
- Implement strategies to avoid risks related to failing to adequately perform the duties required in an agency relationship.
- Explain how a commission is and is not earned under a listing agreement, as interpreted by Arizona courts.
- Reduce risks associated with commission disputes under co-brokerage agreements.

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/EASdec