



Arizona Association of REALTORS® Presents...

CONTRACT LAW & AGENCY

MONDAY, APRIL 25, 2016

LIVE STREAMED TO THESE ASSOCIATIONS:

- Lake Havasu
- Prescott Area
- Sedona/Verde Valley
- Southeast AZ
- White Mountain
- Yuma Association

PRICE:

\$15 for one course / \$25 at door
\$25 for both courses / \$35 at door



INSTRUCTOR:

EVAN FUCHS is hands-on broker/owner, an experienced instructor/owner of Real Success Concepts, and an industry leader with a passion for helping people find success in real estate.

9AM - 12PM FOR YOUR INFORMATION

3 HOURS CONTRACT LAW

This contract course is focused on staying up with industry standards and the latest Arizona Association of REALTORS® forms in order to reduce risk, provide better service, and have smoother transactions. Learn how the use of industry standard forms, reduce risk, and examine techniques for staying current with the industry standard of care

1PM - 4PM EFFECTIVE BUYER CONSULTATION

3 HOURS AGENCY

This course walks step-by-step through the fundamental elements of an effective buyer consultation – the cornerstone of buyer representation. Discover the value of the buyer consultations in terms of service, safety, and profitability. Learn the formula for building and promoting your unique value proposition and find out when, why & how to use a Buyer Broker Agreement with confidence.



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 APRIL 21: www.aaronline.com/event/e/April25R

*Cancellations received after 4/18 are not eligible for a refund. C/E provided under the AAR school.



255 E. Osborn Rd., Suite 200 • Phoenix, AZ 85012
Telephone: 602.248.7787 • Toll-free in AZ: 800.426.7274 • Fax: 602.351.2474
www.aaronline.com