



Arizona Association of REALTORS® Presents...

## **AVOID AGENCY RISK & INCREASE PROFIT and FAIR HOUSING FOR PROFIT: DO THE RIGHT THING**

**MONDAY, FEBRUARY 13, 2017**

### **CLASS LOCATIONS:**

BULLHEAD CITY / MOHAVE VALLEY  
KINGMAN/GOLDEN VALLEY  
LAKE HAVASU  
PRESCOTT AREA  
WHITE MOUNTAIN  
YUMA

### **PRICE:**

\$20 for one course / \$40 for both  
At-door price increased by \$10



### **INSTRUCTOR:**

PAULA MONTHOFER

Paula is an active boots on the ground REALTOR® in Flagstaff and the Owner/Instructor of the Focus School of Real Estate.

### **AVOID AGENCY RISK & INCREASE PROFIT**

**9AM - 12PM**

**C/E: 3—AGENCY LAW**

Paula will navigate through real world agency scenarios from the AAR Legal Hotline and provide techniques to enable you to market your unique skills through the use of the READE form.

### **FAIR HOUSING FOR PROFIT: DO THE RIGHT THING**

**1PM - 4PM**

**C/E: 3—FAIR HOUSING & NAR CODE OF ETHICS**

From FH's historic and inspirational roots to avoiding violations online, we guarantee you've never had a FH class quite like this. Learn Arizona's cultural makeup, ways to market to different niches, and how to work with people of every culture and how the Code of Ethics ties into Fair Housing.



**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.

C/E provided under the AAR school.

**REGISTER BY FEB 6 [www.aaronline.com/event/e/CEfeb](http://www.aaronline.com/event/e/CEfeb)**

\*Cancellations received after 2/9 are not eligible for a refund.



**ARIZONA**  
association of  
**REALTORS®**

REAL SOLUTIONS. REALTOR® SUCCESS.



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