



**Contracts That Stick
AND
You Know What I Know
TUESDAY, APRIL 18, 2017**

CLASS LOCATIONS:

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

PRICE:

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



INSTRUCTOR:

Evan Fuchs is an active practitioner with 20 years experience who trains and speaks nationally on leadership, sales, and team-building

Contracts That Stick

9AM - 12PM

C/E: 3—Contract Law

Learn best practices for writing and negotiating contracts that stick using the latest version of the AAR Residential Resale Purchase Contract and related industry standard forms. This three hour course will save you time, help you better represent your clients, and avoid common pitfalls that cause deals to fall apart.

You Know What I Know

1PM - 4PM

C/E: 3—Disclosure

Forget lecture, you'll learn how to help yourself and your client stay out of trouble and in the know in this hands-on disclosure class where we come together to share experiences and discover practical ways to deal with real life situations.

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 APRIL 14 www.aaronline.com/event/e/CE04182017

*Cancellations received after 4/11 are not eligible for a refund.