



## Cases of Importance & Fiduciary Duties...Make Them Matter

Tuesday, May 23, 2017

### Date:

Tuesday, May 23, 2017  
9:00 AM—4:00 PM

### LIVE STREAMED TO:

Bullhead City/Mohave Valley  
Kingman/Golden Valley  
Lake Havasu  
Prescott Area  
Sedona/Verde Valley  
White Mountain  
Yuma

### PRICE:

\$20 for one course / \$30 at door  
\$40 for both courses / \$50 at door

### INSTRUCTORS:

Paula Monthofer



Mandy Neat



### Cases of Importance (C/E: 3 Legal Issues)

#### Paula Monthofer (9AM-12PM)

Join us for a fun and interactive dive into three landmark Arizona real estate cases. We will learn from the past together and plan how to better our business practices and reduce our risk today.

### Fiduciary Duties...Make Them Matter (C/E: 3 Agency)

#### Mandy Neat (1PM-4PM)

Do you find yourself wishing for a professional cross sale experience? Do you know your duties to other parties and your clients, not just the obvious ones? How to set yourself apart utilizing your fiduciary duties? The Arizona Association of REALTOR® forms creates a guideline for professionalism and how to treat others while putting your client first. You'll learn:

- What Fiduciary means.
- That Agency is more than paperwork
- Overview of the laws that pertain to REALTOR® duties
- How to work professionally with others
- How to use fiduciary to set yourself apart

### Instructors:

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

**Mandy Neat** is an active REALTOR® in West Maricopa County and is passionate about making a difference in the real estate industry.

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.

STREAMING LIVE 

**REGISTER BY May 19:** [www.aaronline.com/event/e/CE05232017](http://www.aaronline.com/event/e/CE05232017)

\*Cancellations received after 5/16/17 are not eligible for a refund. C/E provided under the AAR school.

C/E: 3 Agency, 3 Legal Issues