

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. Learn how brokers and agents can reduce their risks related to agency and employment agreements in Arizona.

THUR, NOV. 9, 2017

9:00 a.m. – 4:00 p.m.

LOCATION:

Scottsdale Area Association
of REALTORS®
8600 E. Anderson Dr.
Scottsdale



PRICE:

Before 11/5: \$59.00

At-door: \$69.00

No refunds after 11/2

*At door subject to availability;
materials not guaranteed*

INSTRUCTORS:

Rick Mack
Frank Dickens

C/E:

3 Agency
3 Commissioner's
Standards

C/E Provided By: AAR

YOU'LL LEAVE THE CLASS 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 THESE INSTRUCTORS?

Rick Mack is the lead attorney with AAR's legal hotline program and attorney with Manning & Kass. **Frank Dickens** has been a licensed real estate agent in Arizona for over 36 years. The attorney and practitioner instructor team 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

REGISTRATION OPENS OCT 10, CLOSING NOV 5

www.aaronline.com/event/e/CRMS11092017