

# EMPLOYMENT, AGENCY & THE STANDARD OF CARE

**NOVEMBER 17, 2017**

9:00 a.m. – 4:00 p.m.

## LOCATIONS:

Northern Arizona Association  
of REALTORS®  
1515 E Cedar Ave, Flagstaff



## PRICE:

Before 11/13 \$59.00  
at-door: \$69.00

No refunds after 11/10

*At door subject to availability;  
materials not guaranteed*

## INSTRUCTOR:

Jesi Wolnik, Esq.  
Frank Dickens

## C/E:

3 Agency, 3 Commissioners  
Standards

C/E Provided By: AAR

STREAMING LIVE 

Take a detailed look at risk management topics and issues related to agency, employment and 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. Reduce your risks related to agency and employment agreements in Arizona. You'll learn how to:

- Describe what constitutes the standard of care required in AZ.
- 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

## WHY THESE INSTRUCTORS?

**Jesi Wolnik** is an attorney with AAR's legal hotline program and an 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](http://www.azgri.com)

**REGISTER BEFORE NOVEMBER 13, 2017**

[www.aaronline.com/event/e/CRMS11172017](http://www.aaronline.com/event/e/CRMS11172017)