



Timeline Is Money & Understanding the SPDS

Tuesday, November 28, 2017

DATE:

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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

INSTRUCTOR:



Mary Frances Coleman, Esq.

STREAMING LIVE 

Timeline is Money (C/E: 3 Contract Law)

9AM-12PM

Knowing the AAR contract timelines will help with a smoother closing and a quicker paycheck. We'll look at:

- How to set client expectations
- The importance of pre-qualifying buyers
- Using the Buyer Broker Agreement to protect yourself
- How do you talk about an LSU?
- Difference between an LSU & the Pre-Qual
- Use of Critical Date List

Understanding the SPDS (C/E: 3 Disclosure)

1PM-4PM

Do you know the Seller Property Disclosure Statement? After this class you'll be familiar with:

- Arizona disclosure requirements
- Legal ramifications of failure to disclose
- Building and safety requirements

Instructor:

Mary Frances Coleman, Esq. is a licensed attorney, a REALTOR®, a broker and a coach who has spent over 20 years on real estate transactional issues.

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.

REGISTER BY 11/22: www.aaronline.com/event/e/CE11282017

*Cancellations received after 11/21 are not eligible for a refund. C/E provided under the AAR school.