



Real Sticky Situations & Effective Buyer Consultations

December 15, 2017

DATE:

Friday, December 15, 2017
9:00 AM—4:00 PM

LIVE STREAMED TO:

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

PRICE:

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

INSTRUCTOR:



Evan Fuchs

STREAMING LIVE 

Real Sticky Situations (C/E: 3 Commissioners Standards) 9AM-12PM

Examine unusual situations that a real estate practitioner may encounter while working with a buyer or seller. We'll analyze the best way to manage and solve problems within the legal and ethical framework set out by the Code of Ethics. You'll learn to:

- Recognize and demonstrate the best way to locate answers to problems using reference materials
- Identify risk management procedures and processes

Effective Buyer Consultations (C/E: 3 Agency) 1PM-4PM

Advance agency with a buyer's consultation. You'll take a look at the Real Estate Agency Disclosure and Election Form and the Buyer Broker Agreement and learn how a good consultation:

- Establishes agency relationships
- Defines wants and needs
- Clarifies fiduciary duties

Instructor:

Evan Fuchs is an active practitioner with 20 years experience training and speaking nationally on leadership, sales, and team-building

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 12/11: www.aaronline.com/event/e/CE12152017

*Cancellations received after 12/8 are not eligible for a refund. C/E provided under the AAR school.