



CERTIFIED
RISK MANAGEMENT
SPECIALIST

CONTRACT
COURSE

ARIZONA'S RISK MANAGEMENT PROGRAM

MASTERING THE RESIDENTIAL RESALE TRANSACTION

This course provides a detailed look at the framework that makes up real property contracts, AAR's Residential Resale Purchase Contract in particular, as well as other related forms and addenda often used in connection with the resale contract.

Upon completion of this course, students will be able to:

- Describe the framework of real property contracts
- Properly execute the resale contract
- Explain the risk associated with the various sections of the resale contract
- Describe the function of related forms and addenda commonly used in connection with the resale contract.
- Use the provisions of the resale contract to avoid sticky situations that can increase risk and liability for consumers, agents and brokers.

WHY ATTEND

Learn to protect your clients and manage your risk.

What students are saying:

This class should replace the required 2 hr Contract class for new licenses!

This class should be required in Pre-licensing training, and new agents should have to take the class 3 times during their first year.

All agents should have to take this class at least once a year.

This has been the most informative class I have taken! Thank you so much Worth every dime!

Note: All programs are standalone, but if your goal is to earn the rCRMS certification, all courses must be completed within two years and recertified every two years. Recertification requirement is attendance at one of the certification's contract courses.

rCRMS CERTIFICATION PROGRAM DETAILS

The certification program consists of three core courses, one contract course (two days), and one elective course. For more information, visit <http://www.aaronline.com/documents/CRMS.aspx>

Give clients the utmost protection during their transaction...earn the rCRMS certification.

Registration is now open:

www.regonline.com/mrrtsaar



DATE

October 22-23, 2012
9:00 a.m. – 4:15 p.m.

LOCATION

Scottsdale Area Association of REALTORS
4221 N. Scottsdale Road

PRICE

\$99 by October 15

INSTRUCTORS

Rick Mack
Mack Drucker & Watson, PLLC

Frank Dickens
Realty One Group

C/E:

9-contract law/3-disclosure

ARIZONA ASSOCIATION
OF REALTORS®

255 E. Osborn Rd., Ste. 200
Phoenix, AZ 85012
602-248-7787
www.aaronline.com