



Real Chaos Solutions Continuing Education Credit Classes

Arizona Specific

Legal Issues:

- **The Owner May Carry: Dodd Frank Update:** Update on Dodd Frank Legislation, RESPA & proper usage with the AAR Carry Back addendums.
- **Risky Business & You:** hands on look at scenarios & case studies “ripped from the headlines” or your latest deal. Open discussion of what was done & how to do it better, cleaner and manage your risk.
- **Playing in the Dirt: Modern Day Land Sales** – The ins & outs of Listing & Selling Vacant land, working with subdivided, un-subdivided land, zoning, legal requirements, water rights, utilities, surveys and lot splits. What to look for when listing and representing buyers and how to keep your hands clean

Agency:

- **Agency in A Mobile World** – How does today’s agent full fill our obligations in agency disclosure to customers and clients by Commissioners Standards & Code of Ethics with all of todays lead generation tools, Social media and clients who may purchase a home with never stepping foot in Arizona.
- **Full Disclosure or Indecent Exposure** – How do you disclose who you are working for? What are the best methods and where is you biggest liability? Your biggest challenge? Through hands on case studies we will explore how to manage your risk.

Contract Law:

- **When Good Deals Go Bad** - Proper usage of contract & forums to avoid the dreaded issues that blow up deals - case studies and hands on review of situations that make us all scream.
- **Clauses & Contingencies – OH MY!** – Break down of the most common contingencies and clauses, proper usage of the AAR addendums including the Additional Clause Addendum and how to avoid risk & “close the clause” when you have to write your own contingency.
- **The Contract Says WHAT?** Don’t you hate it when what you thought it said and what it really said are just not the same? You’re gonna team up, and test out your awesome skills of recall and knowledge. And we’ll discuss some best practices in case you get into one of those “uh-oh” situations.

Disclosure:

- **To Tell or Not to Tell** - Updates on the Seller Property Disclosure, recent case law, rule & statues that are requiring a higher level of skill and care.

- **What I Know You Know** – disclosure requirements related to related to professional conduct, contracts & ethics. What can you, should you and must you say in your day to day business.

General:

- **Financing from the Street** - A hands on look on financing programs from an agent point of view and how each different program might impact how you write a contract, inspections and appraisals.

Commissioners Rules:

- **Don't Watch Your Behind, Keep Your Standards in Line** – a closer look at tools to help you comply with both Arizona law and the Code of Ethics that puts your business on auto-pilot & overdrive. Breaking down each aspect from advertising, disclosure, area of expertise, cooperation & commissions. (INCLUDES Biannual Code of Ethics requirement for NAR)

Arizona GRI Instructor for Agency & Market Essentials

Available Nationally

Accredited Buyer Representation – ABR
Resort Second Home Specialist - RSPS
Seller Representation Specialist - SRS
Marketing Reboot
Generation Buy
New Home Sales & Buyer Representation

Leadership Training
Chair & Executive Committee Training
Strategic Planning