



Continuing Education for Real Estate Professionals

JANUARY 2012 CONTINUING EDUCATION CLASSES

Thursday Jan. 19 9:00 - Noon Money! Money! Money!: A discussion of conflicts between licensees and between parties to contracts regarding payment of real estate related costs and fees. 3 hrs Real Estate Legal Issues (LI)

Thursday Jan. 19 1:30 – 4:30 PM Contract Law: Questions & Answers: A workshop involving the students in answering questions regarding contractual issues. 3 hrs Contract Law (CL)

Tuesday Jan .24 9:00 - Noon Fair Housing ABC's: Class discussion of actual Fair Housing case studies and how real estate licensees resolve problem situations. 3 hrs Fair Housing (FH)

Tuesday Jan .24 1:30 – 4:30 PM Basics of Disclosure: A review of the obligations of the parties to each other and the sales associates to the parties to disclose material facts. 3 hrs Disclosure (D)

Thursday Jan. 26 9:00 – Noon Your Client and You. Are you managing your client relationships as well as you could? Some tips and teasers. 3 hrs Agency Law (AL)

Thursday Jan. 26 1:30– 4:30 PM Broker Management Clinic II. This class is required for all Designated Brokers and offers all licensees insight into good risk reduction practices. 3 hrs. Commissioner's Standards (CS)

**PLEASE NOTE CLASS LOCATION:
Title Security Agency, 4051 E. Sunrise Dr., #155**

**For reservations, Please call 885-4616 or e-mail to mlgreason@gainusa.com.
Please leave your name and the date and time of the class you want to attend.**

NOTE: Fee is \$25 per class
www.maryleegreason.com



TITLE SECURITY
Agency of Arizona