

Is It Friend or Faux

*Special Guest Panelist: IT tech, Law Enforcement agent, and Escrow officer

3.0 HOURS

Upon completion of this course, the student will have been introduced to current real estate fraud schemes being carried out through internet activities, dating services, phone solicitations and other means. The student will be taught simple practices that will protect not only themselves, but when implemented and shared with consumers, will derail fraud schemes and protect clients and consumers as well.

Agency Law

4.0 HOURS

- You are the listing agent and the seller failed to pump the septic prior to closing. The buyer and buyer's broker claim it is your responsibility to pump the system now, since seller cannot be found. What do you do?
- You are the buyer's agent but met with the seller when the seller was interviewing potential listing brokers.

As a result, you know the seller is soft on the price. Can you tell your buyer?

The Agency Law answers these questions and this class will empower brokers to understand and use the Agency Law to answer these and other questions that come up every day in the sale of real estate.

DATE August 27, 2019

TIME Friend or Faux: 8:30 am–11:30 am, Agency Law: 12 pm–4 pm

LOCATION Yakima Association of REALTORS® Office

2707 River Road

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INSTRUCTOR

Annie Fitzsimmons



Annie Fitzsimmons is a lawyer whose entire post-adolescent life has focused on the Washington real estate market place in one form or another. She has sued and defended real property owners, buyers, sellers and brokers across the state but has recently made it her personal priority to ensure that no Washington REALTOR® is ever sued again for something they could have avoided. Believing that education is the best way to achieve this goal, she is here today.

Both classes before 08/23/19: \$85

Both classes after 08/23/19: \$95

A single class before 08/23/19: \$50

A single class after 08/23/19: \$55

"Is It Friend or Faux/Agency Law"- Yakima Association of REALTORS® Building

Name _____ Firm _____

email: _____ Cell Phone _____

NRDS # _____ Which classes? Friend or Faux _____ Agency Law _____

Please make checks payable to Y.A.R. Payment may be mailed to: YAR · 2707 River Rd. · Yakima, WA 98902

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Name as it appears on Credit Card: _____ Expiration Date: _____

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NOTE: PAYMENT MUST ACCOMPANY REGISTRATION.

CANCELLATION POLICY: full refund up to 8/27/19. 50% refund up to 12:00 noon on 8/30/19 Classes may be cancelled due to lack of participation. **It is the student's responsibility to confirm Y.A.R. received your registration. Thank you!**