

# Writing a Contract can be Risky Business...

*AAR and the Yuma Association of REALTORS® present*

## “The Contract Class”

**This class will provide a comprehensive and detailed review of the AAR Residential Contract and other standard forms developed by AAR. There will also be a number of risk management techniques discussed, and students will develop a better understanding of contract law.**

“I really learned the contract line by line. It made me more prepared to write contracts.”

“I learned how to protect myself and the client by reading and filling out the contract properly.”

“I now understand the contract, BINSR, and several other things I did not know as well as I should.”

“The course clarified several misconceptions and probably saved myself thousands in commission-ectomies.”

**Wed., Oct. 3 & Thurs., Oct. 4, 2012**

**8am – 5pm**

**Registration: 7:30am**

**Instructor:**

Don Martin

**Class Location:**

74 W. 2<sup>nd</sup> St

Yuma, AZ 85364

**License Renewal Hours:**

5-contract law/3-agency law/3-real estate legal issues/3-disclosure

For more information, contact Jan at [jan@yumaor.com](mailto:jan@yumaor.com) or 928 782-1628.

**Fees:**

\$100.00 (until 9/10/2012)

\$125.00 (after 9/10/2012)

\$125.00 (non-AAR members)

\$ 25.00 (GRI application fee - 1st class only)

\$ 50.00 (GRI Designee)

**Payment:** Must accompany registration form.

Credit Card #: \_\_\_\_\_ Exp: \_\_\_\_\_

Signature: \_\_\_\_\_

Fax credit card registrations to 928 782-7188

Name: \_\_\_\_\_

NRDS# \_\_\_\_\_ Phone: \_\_\_\_\_

Firm: \_\_\_\_\_

E-Mail: \_\_\_\_\_

Local association: \_\_\_\_\_

I have a disability that requires special accommodations

This is my first class       This is my last class  
(\$25.00 application fee due for 1<sup>st</sup> class attendees)



**ARIZONA**  
association of  
**REALTORS®**

*This class fulfills the GRI 202 requirement.*



**Keep in mind...you DO NOT have to be working towards a GRI designation to take this class.**

*Students have five years to complete the program from the date of their first class. Only REALTORS® are eligible to hold the GRI designation.*

Visit [www.AZGRI.com](http://www.AZGRI.com) for additional information regarding the GRI requirements.