

2013 CE CLASSES

Sponsored by Tony Scardina and Pattie Hackmann

January 17th – **AGENCY RELATIONSHIPS AND RESPONSIBILITIES** 3 hrs Agency

Time: 1pm - 4pm
Instructor: Mary Frances Coleman

Class Description: You will learn the critical knowledge on the definition of Agency, the types of Agency relationships, and the critical responsibilities to your client and all parties involved in a transaction.

February 21st – **REAL ESTATE ADVERTISING LAW** 3 hrs Legal Issues

Time: 1pm - 4pm
Instructor: Michael Valenti

Class Description:

- Advertise and market properties & services more effectively and efficiently.
- Effectively comply with the 5 main areas of compliance so that there is minimal risk of legal or administrative action.
- Implement the branding principles when the marketplace creates a need for the agent to reinvent themselves to compete in the changing real estate marketplace.

March 21st – **COMPLYING WITH FAIR HOUSING LAWS** 3 hrs Fair Housing

Time: 1pm - 4pm
Instructor: Brad Horton

Class Description: A look at Fair Housing from a different angle. We learn from our past to ensure a better future and how we, as professionals in Real Estate, can improve our relationships to ensure all people we deal with are treated with fairness. In our class we have group discussions and individual experiences that we can share and learn from. In this class, Fair Housing is interesting and fun to be part of.

All Classes are held at **Arizona Academy of Real Estate**
8476 W. Thunderbird Road, Suite 201
Peoria, AZ 85381

Each Class is \$10.00. Payable at the door. Cash & Check

Irene Hand

Assistant VP / Branch Manager
Security Title Agency
Bell Center Branch
Office: 623.773.2992
Email: ihand@securitytitle.com

Sheryl Medlock

Assistant VP / Branch Manager
Security Title Agency
Arrowhead Branch
Office: 623.561.6180
Email: smedlock@securitytitle.com

Register Online at
www.azRealEstateLicense.com

PLEASE RSVP TO

Tony Scardina

Assistant Vice President
of Business Development

Security Title Agency
Arrowhead-Bell Center
Cell: 602.793.4475
Email:
Tony.Scardina@securitytitle.com



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Pattie Hackmann

Assistant Vice President
Cell: 602.538.1168
phackmann@fnf.com
www.pattiehackmann.fidelityhw.com