

NVAR Realtor® School

LEGAL SERIES



▶ ▶ ▶ *Featuring Attorney Lem Marshall*

1 RECENT CHANGES IN VIRGINIA AGENCY LAW AND THE NEW ROLE OF THE BUYER AGENCY AGREEMENT

Understand the 2011 and 2012 changes in agency law. Learn about:

- New requirements when representing a buyer
- Disclosures required when conflicts arise or are created
- Statute's new use of terms we don't always understand: agency, independent contractor, standard agent and brokerage relationship.

This methodical review should prepare agents to cope successfully with the law's new requirements.

Thursday, March 8
NVAR Fairfax Headquarters
Time: 9 a.m. – Noon

2 PROPERTY MANAGEMENT IN A ROILED MARKET AND UNCERTAIN ECONOMY

(Approved credit hours: 3hrs CE, 3hrs Broker CE, 3hrs Post-Licensing)

Course covers:

- The effects of foreclosure or bankruptcy
- How property management differs from sales
- State licensing issues
- Doing business as a firm
- Escrows issues
- And much more!

Wednesday, September 19
NVAR Herndon Service Center
Time: 9 a.m. – Noon



Attorney Lem Marshall
Former General Counsel, VAR

3 LEGAL UPDATE

(Approved credit hours: 3hrs CE, 3hrs Broker CE, 3hrs Post-Licensing)

Get an in-depth look at new rules, regulations, statutes, enforcement actions, trends, opportunities and other developments affecting Realtors® and their companies.

Wednesday, November 14
NVAR Fairfax Headquarters
Time: 9 a.m. – Noon

Register online today!
▶ ▶ ▶ go.nvar.com/LegalSeries

Northern Virginia Association of Realtors®

NVAR Fairfax Headquarters
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Fairfax, Virginia 22031

NVAR Herndon Service Center
520 Huntmar Park Drive
Herndon

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REGISTRATION

fax: 703.207.3270

Cost: Per Session: \$30 Members/\$35 Non Members
All 3-Sessions: \$85 Members/\$100 Non Members

Select: 1 2 3 All 3-Sessions

Name _____

Street Address _____

City, State, Zip _____

Day Phone _____

Email Address _____

Member (NRDS)# _____ Not a Member

VA License # _____

Payment Method: Amex Disc Visa MC Check (# _____) payable to NVAR

Credit Card # _____ Exp. Date ____/____

Card Validation # (3-digit # on back of card or 4-digit # on front of Amex card) _____

Billing Address (if different than above) _____

City, State, Zip _____

Signature _____

