

<b>Title</b>	<b>Agent Duties and Disclosures</b>
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<b>Time</b>	<b>Unit Title</b>	<b>Section</b>	<b>Learning Objectives</b>
15	Formation of Agency	Reading Assignment	<ul style="list-style-type: none"> <li>• Read and understand definitions of terms relating to agency relationships</li> <li>• Understand the role of contract law when creating agency</li> <li>• Examine the inherent liability in implied relationships</li> </ul>
10	Written and Oral Agreements	Reading Assignment	<ul style="list-style-type: none"> <li>• Read and review definitions given regarding written and oral agreements, agency by implication, appearance, ratification and estoppel.</li> </ul>
25	Agency Responsibilities	Reading Assignment	<p>Review and understand the five fiduciary responsibilities including loyalty, obedience, care and diligence, accounting, and disclosure/confidentiality</p> <p>Review case studies</p> <p>Examine the basics of contract law as it pertains to sales contracts and listing contracts</p>
20	Minor and Material Breaches	Reading Assignment	<ul style="list-style-type: none"> <li>• Read about minor, partial and immaterial breaches regarding performance of obligations</li> <li>• Understand what constitutes a breach</li> <li>• Review the Restatement (Second) of Contracts criteria used in determining breach</li> <li>•</li> </ul>
20	Categories of Remedies	Reading Assignment	<p>Read and understand definitions of punitive and liquidated damages</p> <p>Review categories of remedies to include adequate, civil, cumulative, equity, joinder, provisional etc.</p>
10	Quantum/measure of Damages	Reading Assignment	<p>Understand breach of duty for contract and torts</p> <p>Review pertinent information as to when damages are generally awarded</p>
10	Waiver Form	Reading Assignment	<ul style="list-style-type: none"> <li>• Review the Waiver Form definitions for the applicable terminology</li> <li>• Examine the sample Waiver Form included</li> </ul>
20	Residential Disclosure Guide	Reading Assignment	<ul style="list-style-type: none"> <li>• Read the disclosure guide and take note of important topics to learn and utilize including State and Federal Disclosures and Local/Miscellaneous Disclosures</li> <li>• Preview notes dictating when each form should be used and for what purpose</li> </ul>
25	Definitions	Reading Assignment	<p>Review Duties Owed Definitions</p> <p>Review Consent to Act Definitions</p> <p>Review sample Consent to Act form</p> <p>Review definitions of Authorization to Negotiate and sample form</p>
10	Legal Aspects of Agency	Reading Assignment	<ul style="list-style-type: none"> <li>• Review the applicable NRS and NAC's provided that pertain to Agency</li> <li>• Understand the definitions and terminology</li> </ul>
15	Practice Exam	Reading assignment	Take and Review the Course Practice Exam
3 Hrs	Total Time		
180	Total Minutes		