

BROKER P&P

- Organizational Structure
- Business Policies and Procedures
 - Office policy on representation
- Human Resource topics-Managing Employees and Independent Contractors
 - Training of sponsored salespersons
 - Continuing Education compliance
 - Termination and transfer of salespersons 20-328-10a
 - Independent contractor agreements
 - Errors and Omissions insurance
- Marketing and Advertising
- Property Management
- Comparative market analysis; Real estate valuation; Broker Price Opinions
- Financing
- Land use regulations
- Community Association Managers (CAM's)
- Real Estate Commission Policy on use of Unlicensed Persons by Licensees
- Referral fees
- Legal documents relative to real estate transactions
 - Power of Attorney
 - Deeds