

## Law of Agency Class Schedule

RELE 2301 – 006

May 25<sup>th</sup> – August 4<sup>th</sup>, 2011

Rio Grande Campus – Bldg 1 Room 126

**Tentative Schedule:**

Schedule	Topic
May 25 <sup>th</sup>	<b><u>Class Introductions</u></b> & <b>Ch 1 (<u>Agency Concepts</u>):</b> Fiduciary Relationships, Differences between Client & Customer) AND <b>Ch 2 (<u>Basic Agency Relationships</u>):</b> Types of Agency, Fiduciary Duties & Disclosure of Agency)
June 1 <sup>st</sup>	<b>Ch 2 (<u>Basic Agency continued</u>)</b> AND <b>Ch 3 (<u>Disclosure to 3<sup>rd</sup> Parties</u>):</b> Duties to Customers, Seller's Disclosure Notice, Disclosure Issues & Stigmatized Properties)
June 8 <sup>th</sup>	<b>Ch 3 (<u>Disclosure continued</u>)</b> + other disclosure issues & liabilities) + <b>SDN take home project</b> AND <b>Ch 4 (<u>Creation &amp; Termination of Agency</u>):</b> various types of Agency, Legal and Ethical implications & Termination of Agency)
June 15 <sup>th</sup>	<b>SDN Project Due</b> AND <b>Ch 4 (<u>Agency continued</u>)</b> AND <b>Ch 5 (<u>Seller Agency</u>):</b> types of agreements, AND “ <b>Know Your Listing Agreement</b> ” project
June 22 <sup>nd</sup>	<b>Ch 5 (<u>Seller Agency continued</u>)</b> , AND “ <b>Know Your Listing Agreement</b> ” project due AND <b>Listing Agreement Case Study Assignment</b> . AND <b>Ch 6 (<u>Subagency</u>):</b> Creation, Unintended Subagency & Broker and Seller Liability)
June 29 <sup>th</sup>	<b>Listing Agreement Case Study due</b> AND <b>EXAM #1 (CH 1 – 6)</b> AND <b>Ch 7 (<u>Buyer Agency</u>):</b> creation and myths, buyer representation agreement, benefits, fee arrangements & negotiation strategies), AND “ <b>Know You Buyer Agency Agreement</b> ” project AND <b>Buyer Agency Case Study Assignment</b>
July 6 <sup>th</sup>	“ <b>Know Your Buyer Agency Agreement</b> ” project due AND <b>Buyer Agency Case Study due</b> AND <b>Ch 8 (<u>Intermediary – Representing More Than One Party in a Transaction</u>):</b> inherent conflicts, Dual Agency, Senate Bill 489, Rules and Procedures)
July 13 <sup>th</sup>	<b>Ch 8 (<u>Intermediary continued</u>)</b> AND <b>Ch 9 (<u>Single Agency</u>):</b> Practice of, Counseling objectives, Advantages & Disadvantages) AND <b>Ch 10 (<u>Clarifying Agency Relationships</u>):</b> IABS form, Disclosure policy & Implementation)
July 20 <sup>th</sup>	<b>Ch 10 (<u>Clarifying Agency Relationships continued</u>)</b> AND <b>Ch 11 (<u>Employment Issues</u>):</b> Relationships, Independent Contractor Agreement)
July 27 <sup>th</sup>	<b>Ch 12 (<u>Deceptive Trade Practices &amp; Consumer Protections Act</u>):</b> Fraud versus Misrepresentation, Laundry List, Damages, Defenses & Risk Reduction) AND <b>Ch 13 (<u>Putting It All Together</u>):</b> Listing / Buyer Presentations, Contract Issues & Risk Management)
Aug 3 <sup>rd</sup>	<b>EXAM #2 (Ch 7 – 13)</b>