
PSI 5

GENERAL PRINCIPLES OF AGENCY

(Salesperson 13%, Broker 11%)

General Principles of Agency

AGENCY AND AGENCY AGREEMENTS

AGENCY AND AGENCY AGREEMENTS

Types of agents and agencies

AGENCY AND AGENCY AGREEMENTS

Types of agents and agencies

AGENCY AND AGENCY AGREEMENTS

Other brokerage relationships (non-agents)

AGENCY AND AGENCY AGREEMENTS - OTHER BROKERAGE RELATIONSHIPS (NON-AGENTS)

Transactional

AGENCY AND AGENCY AGREEMENTS - OTHER BROKERAGE RELATIONSHIPS (NON-AGENTS)

Facilitators

AGENT'S DUTIES TO CLIENTS

AGENT'S DUTIES TO CLIENTS

Fiduciary responsibilities

AGENT'S DUTIES TO CLIENTS

Traditional agency duties (COALD)) (OLD CAR)

AGENT'S DUTIES TO CLIENTS

Powers of attorney and other delegation of authority

CREATION OF AGENCY AND NON-AGENCY AGREEMENTS; DISCLOSURE OF CONFLICT OF INTEREST

CREATION OF AGENCY AND NON-AGENCY AGREEMENTS; DISCLOSURE OF CONFLICT OF INTEREST

Agency and Agency Agreements

AGENCY AND AGENCY AGREEMENTS

Key elements of different types of listing contracts

AGENCY AND AGENCY AGREEMENTS

Key elements of buyer brokerage/tenant representation contracts

CREATION OF AGENCY AND NON-AGENCY AGREEMENTS; DISCLOSURE OF CONFLICT OF INTEREST

Disclosure when acting as principal or other
conflict of interest

RESPONSIBILITIES OF AGENT TO CUSTOMERS AND THIRD PARTIES, INCLUDING DISCLOSURE, HONESTY, INTEGRITY AND ACCOUNTING FOR MONEY

RESPONSIBILITIES OF AGENT TO CUSTOMERS AND THIRD PARTIES

Disclosure

RESPONSIBILITIES OF AGENT TO CUSTOMERS AND THIRD PARTIES

Honesty

RESPONSIBILITIES OF AGENT TO CUSTOMERS AND THIRD PARTIES

Integrity

RESPONSIBILITIES OF AGENT TO CUSTOMERS AND THIRD PARTIES

Accounting for money

TERMINATION OF AGENCY

TERMINATION OF AGENCY

5 ways to terminate agency

TERMINATION OF AGENCY

Expiration

TERMINATION OF AGENCY

Completion/performance

TERMINATION OF AGENCY

Termination by force of law

TERMINATION OF AGENCY

Destruction of property/death of principal

TERMINATION OF AGENCY

Mutual agreement
