**Course Title:** Agency Negotiations: Do You Work FOR Your Client? Prove it!

**Course Objective(s):** As a result of this course, participants will be able to articulate the difference between a “Customer” and a client.”

**Credit Hours:** 3 AGENCY

**Content**: Participants will complete a “Skills Assessment” exercise and will be able to determine what events and conversations trigger an Agency Relationship to be established.

**COURSE TIMED**

**SUBJECT/TOPICS INCREMENTS**

1. **Introductions** **10 min**

* Classroom Rules, Procedures & Introduction

1. **Agency Negotiations 15 Min**

* Exercise on Definitions and Distinctions

1. **Case Studies 15 Min**

* Cross Examination Defense

1. **Regulations 10 Min**

* NRS 645 v. NAC 645 & NRS 40.770 & NRS 113

**BREAK – 10 Min**

1. **Regulations 15 Min**

* NAC 645.605 – What can get me in trouble?

1. **Agency Negotiations 15 Min**

* O L D C A R (P?)

1. **Regulations 10 Min**

* NRS 645.252

1. **Regulations 10 Min**

* NRS 645.254 Exclusive!

**BREAK – 10 Min**

1. **Agency Negotiations 15 Min**

* Skills Assessment Exercise

1. **Agency Negotiations 15 Min**

* Establishing Agency

1. **Agency Negotiations 15 Min**

* Agency Options Legal in Nevada

1. **Agency Negotiations 15 Min**

* 3 Part Exercise – “What do you say when…?”

**TOTAL: 180 Mins ÷ 50 class hr = 3.6 Hours**