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