

# Understanding Procuring Cause

Date, Time, Location, etc.



## Course Description

- Probably the most misunderstood of any of the policies of the NAR. All one needs to do is read the posts on the Internet question and answer posts to discover that most agents don't understand the concept of procuring cause.
- With the arbitration panels today facing the constant question 'who was the procuring cause', it would be helpful if the agents understood that a contract does NOT guarantee a commission.



## Registration Form

Name \_\_\_\_\_  
Company \_\_\_\_\_  
Address \_\_\_\_\_  
City, ST, Zip \_\_\_\_\_  
Email \_\_\_\_\_  
Work # \_\_\_\_\_ Cell # \_\_\_\_\_  
License # \_\_\_\_\_  
Payment: Total \$ \_\_\_\_\_  
 Check Enclosed     MC/V/AMEX card  
Number: \_\_\_\_\_ Exp \_\_\_\_\_  
Signature: \_\_\_\_\_

### *Meet the Instructor:*

**Marcie Roggow, ABR/M, CCIM, CRB, CRS, DREI, GRI, SRS**  
Marcie has long been the REALTORS® favorite trainer because she brings real life situations to the classroom with vigor and a crisp approach. As a practicing broker, she understands the challenges of the real estate professional. Marcie's expertise in law, agency, disclosure and professionalism has earned her the coveted DREI (Distinguished Real Estate Instructor) certification- one of 111 in the country holding that designation. Her quick wit and personal connection will make your time with her fun, educational, and inspiring!