

Arizona State Law Examination Content Outline for Cemetery Salesperson and Broker

The salesperson examination consists of thirty (30) questions. The broker examination consists of forty (40) questions.

I. CEMETERY ASSOCIATIONS

- A. Associations
- B. Corporations
- C. Duties of cemetery directors and officers

II. CEMETERY OWNERSHIP

- A. Plot ownership
- B. Deeds
- C. Certificates of ownership
- D. Contracts of sale
- E. Liens
- F. Leases

III. CEMETERY MANAGEMENT

- A. Establishing
- B. Dedicating
- C. Maintaining
- D. Managing
- E. Operating
- F. Improving
- G. Preserving
- H. Conducting

IV. LICENSING AND REGULATION

- A. Organization and regulation of cemeteries
- B. Licensing and regulation of cemetery brokers and salespersons

V. PRINCIPLES OF PRACTICE

- A. Agent/principal obligations
- B. Principles of cemetery practice
- C. Business ethics in the sales and operation of cemeteries

Bibliography

1. *Arizona Real Estate Law Book* 2016 Edition, Arizona Real Estate Division, 100 N. 15th Ave., Suite 201, Phoenix, AZ 85007, www.azre.gov.
2. *Arizona Revised Statutes, Title 32, Chapter 20, Articles 2 & 10*, <http://www.azleg.gov/>.