

## 13 Agency and Employment

### 13.1 What you'll learn:

- Define agency and explain the nature of an agency relationship
- Explain the difference between an agent and a principal
- Distinguish between an agent and an independent contractor
- List the ways agency relationships are created

You need to know your rights and responsibilities as an agent if you are ever hired to represent someone

### 13.2 What you'll learn:

- Identify the different types of agency authority
- Explain the difference between actual and apparent authority
- Distinguish between the different types of agents

If you ever work as an agent, you need to know the extent of your authority and responsibility.

### 13.1 Wrap Up:

- Complete the Student Workbook (SWB) pages 122 - 124

### 13.2 Wrap Up:

SWB pages 126-130

### Chapter 7 Review and Assessment

- Key Points Review #2-16 pages 303-305

