

AGENCY DECISION MAP

BRRETA Decision Tree

Written engagement, client or customer, representation structure, consent, duties, confidentiality, and disclosure.

FIRST TEST Written engagement?	CORE SPLIT Client / customer	CONTROL Facts before labels
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SOURCE EDITION

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Decision path

1

Is there a written brokerage engagement?

Yes: client path. No: customer path unless another signed engagement exists.

2

Whom does the broker represent?

Buyer, seller, landlord, tenant, or more than one client in the transaction?

3

Is the same licensee representing both sides?

If yes, test dual agency and written informed consent. If separate designated agents, keep confidences separated.

4

What information is at issue?

Known material property fact, client confidence, lawful instruction, money, or document?

5

Which duty applies?

Client: loyalty, lawful obedience, disclosure, confidentiality, accounting, care. Customer: honesty and known material-fact disclosure.

6

Does the proposed action fit the relationship?

Do not provide undisclosed representation, reveal confidences, or conceal a material property fact.

Relationship matrix

Signal	Client	Customer
Written engagement	Yes	No
Representation	Broker advocates within the engagement	Licensee may assist but does not represent
Core protection	Full duties under relationship and law	Honesty and known material-fact disclosure
Negotiating confidence	Protected subject to law	Not entitled to the other client's confidence

Conflict structure

Structure	Required analysis	Exam trap
Dual agency	Same broker or agent for opposing clients; written informed consent	Treating oral permission as enough
Designated agency	Separate agents in same firm advocate for separate clients	Passing confidences between designated agents
Customer assistance	Ministerial help without representation	Promising to protect the customer's interests as a client

Worked exam move

EXAM LENS

Name the object before selecting the rule

When two answer choices both sound true, identify the document, party, relationship, and point in the lifecycle. Most hard questions are classification problems before they are recall problems.

Sources, scope, and revision record

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[1] **Georgia Code Title 10, Chapter 6A (BRRETA)**
<https://law.justia.com/codes/georgia/title-10/chapter-6a/>

[2] **Georgia Real Estate Commission**
<https://grec.state.ga.us>

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