



CERTIFIED
RISK MANAGEMENT
SPECIALIST

All signs point to success!



Essential Skills For A Successful Closing

CORE COURSE

Go the extra mile to protect your client's interests as well as your own!

This course addresses risk management topics and issues related to handling the financing, escrow, and title aspects of real estate transactions. While often considered traditional and fundamental parts of every transaction, the manner in which transactional financing is secured and escrow instructions are set forth plays a critical role in how the parties' obligations may be enforced by Arizona courts.

Upon completion of this course, you will be able to:

- Explain differences in the types of lenders and identify red flags that may indicate predatory lending practices.
- Identify the benefits and risk-reducing functions of the Pre-Qualification and the Loan Status Update (LSU) forms provided by AAR.
- Describe the relationship between a sales contract and escrow instructions.
- Identify the risks associated with the provisions of the Commitment for Title Insurance form.
- Explain potential post-closing risks associated with inadequate title insurance and forfeiture of a property due to nonpayment.

Safeguard Your Business

To learn more about the rCRMS certification, visit <http://www.aaronline.com/increase-knowledge/certified-risk-management-specialist-rcrms/>

To learn more about the GRI designation, visit: www.azgri.com

Registration: www.regonline.com/crms2014

Brought to you by: Scottsdale Area Association of REALTORS® and AAR



DATE

April 25, 2014
9:00 a.m. – 4:15 p.m.

LOCATION

Scottsdale Area
Association of
REALTORS®

PRICE

\$79 by April 18

INSTRUCTOR

Mary Frances Coleman

C/E

6-legal issues

ARIZONA ASSOCIATION
OF REALTORS®

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REAL SOLUTIONS. REALTOR® SUCCESS.