

# ESSENTIAL SKILLS FOR A SUCCESSFUL CLOSING

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 in court.

**JANUARY 31, 2018**

9:00 a.m. – 4:00 p.m.

**LOCATION:**

PAR  
5033 N 19th Ave #119



**PRICE:**

Before 1/25: \$59.00

At-door: \$69.00

No refunds after 1/24

*At door subject to  
availability; materials not  
guaranteed*

**INSTRUCTOR:**

Mary Frances Coleman



**C/E:** 6 Legal issues

**C/E Provided By: AAR**

***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.

**WHY THIS INSTRUCTOR?** Mary Frances Coleman, Esq. is a licensed attorney, a REALTOR®, a broker and a coach who has spent her entire 20+ years on real estate transactional issues. Her high energy delivery connects information with street practice, leaving you with a thorough understanding of areas of risk and what you can do to minimize it.

**To learn more about the rCRMS certification, visit**

<http://www.aaronline.com/increase-knowledge/certified-risk-management-specialist-rcrms/>

**BONUS:** This class also offers credit towards the GRI designation

**To learn more about the GRI designation, visit:** [www.azgri.com](http://www.azgri.com)

**REGISTER BEFORE JANUARY 25, 2018**

[www.aaronline.com/event/e/CRMS01312018](http://www.aaronline.com/event/e/CRMS01312018)