



The Contract Matters! Perform to Impress & Understanding Mortgage Disclosure Forms April 24, 2018

DATE:

April 24, 2018
9:00 AM—4:00 PM

LIVE STREAMED TO:

Bullhead City/Mohave Valley
Kingman/Golden Valley
Lake Havasu
Sedona/Verde Valley
White Mountain
Yuma

PRICE:

\$20 for one course / \$30 at door
\$35 for both courses / \$45 at door

INSTRUCTORS:



Mandy Neat



Patrick Ritchie

STREAMING LIVE 

The Contract Matters! Perform to Impress (Mandy Neat)

C/E: Contract Law
9AM-12PM

Bring your 'A' game to the table with a deep dive into the Residential Real Estate Purchase Contract, which was designed to help buyer's agents better advocate for their clients and present a complete and transparent offer that reflects their needs. In this class you'll discover:

- A well written offer is your fiduciary duty
- How to write to impress and win the contract
- What you should know prior to writing an offer
- How to present to the other side professionally
- What a complete offer actually looks like.

Understanding Mortgage Disclosure Forms (Patrick Ritchie)

C/E: 3 Disclosure
1PM-4PM

When your client asks "What am I signing?" do you have the answers? At your next client meeting, come prepared with a full explanation of each mortgage disclosure form. Reduce buyer confusion and up your agency game with this class. Come away with:

- Explanations and background information for variable disclosure line items on forms
- A deep understanding of the primary disclosures covered for conventional, FHA and VA mortgages
- A clear understanding of industry standards, and when and why the documents must be signed

Arizona Association of REALTORS® presents these classes through AAR's Education Outreach program. The classes are live streamed into your Association's classroom from AAR's classroom. The instructor's attention is on you—delivering the content in an engaging and interactive format. You see, hear, ask questions and participate LIVE.

REGISTER BY 4/20: www.aaronline.com/event/e/CE04242018

*Cancellations received after 4/17 are not eligible for a refund. C/E provided under the AAR school.



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