



## VA Transactions—Contract Issues and What Your Buyer Doesn't Know Can Hurt You

### DATE:

Tuesday, October 23, 2018  
9AM—4PM

### LIVE STREAMED TO:

Bullhead City/Mohave Valley  
Kingman/Golden Valley  
Prescott  
Sedona/Verde Valley  
Western Pinal  
White Mountain  
Yuma

### PRICE:

\$20 for one course / \$30 at door  
\$35 for both courses / \$45 at door  
*At door subject to availability;  
materials not guaranteed*

### INSTRUCTORS:



Jimmy Vercellino Jesi Wolnik, Esq.

STREAMING LIVE 

### VA Transactions— Contract Issues

Jimmy Vercellino

CE: 3 Contract  
9AM-12PM

Learn how to meet the specialized needs of VA home loan buyers. You'll learn how to explain the requirements and structure of VA financing and lending, and how closing documents relate to the buyer. You'll also learn how to walk your VA buyer through issues related to escrow and warranties.

### What Your Buyer Doesn't Know Can Hurt You

Jesi Wolnik, Esq.

CE: 3 Disclosure  
1PM-4PM

Explore your disclosure obligations to the client and non-client. Learn how to avoid inadvertent non-disclosures and discover how to identify a material fact.

### Instructors:

**Jimmy Vercellino** is a top producing loan originator for First Choice Loan Services in Scottsdale, Arizona and a veteran of the United States Marine Corp.

**Jesi Wolnik, Esq.** is an attorney with Gust Rosenfeld and has been a licensed real estate broker for over 18 years.

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 10/18

<http://bit.ly/2Lpz7kE>

\*Cancellations received after 10/13 are not eligible for a refund. C/E provided under the AAR school.



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