



ARIZONA
REALTORS®



ARIZONA MORTGAGE
LENDERS ASSOCIATION



INDUSTRY PARTNERS CONFERENCE 2018

REALTORS®... LOAN OFFICERS... ESCROW OFFICERS... *ALL LEARNING TOGETHER!*

Look Both Ways

Protecting the Transaction

- Understand emerging business models and practices in the real estate lending and title/escrow industries
- Issues that REALTORS® and lenders should be discussing with the buyers and sellers and when the discussions should take place
- Situations and solutions common to transaction issues such as:
 - Seller concessions
 - Appraisals
 - Inspections and the BINSR
 - Loan denials
 - Cure period notice
 - Contract promises the buyer and seller made
 - Who gets the earnest money
 - Wire fraud and other schemes

*Learn Through
Highly Interactive
Scenario
Discussion*

*SAVE
THE DATE*

SEP. 14²⁰¹⁸ @ EMBASSY SUITES
4415 E PARADISE VILLAGE PKWY S, PHOENIX, AZ 85032

REGISTRATION OPENS SOON!



ARIZONA
REALTORS®

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THIS CONFERENCE SELLS OUT EVERY YEAR! REGISTER EARLY!



#IndPartConf

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CONVERSATION ONLINE!



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