

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.

JUNE 27, 2019

9AM – 4PM

LOCATION:

Northern Arizona Association
of REALTORS®
1515 E Cedar Ave #4
Flagstaff



PRICE:

\$59 by 6/23

\$79 at door

No refunds after 6/17

*At door subject to availability;
materials not guaranteed*

INSTRUCTORS:

Marge Lindsay
Jesi Wolnik, Esq.

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 THESE INSTRUCTORS:

Marge Lindsay has been in real estate for over 45 years most of which have been in a broker/manager role.



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



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

REGISTER BEFORE JUNE 23

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