



CERTIFIED
RISK MANAGEMENT
SPECIALIST

Essential Skills for a Successful Closing

September 16, 2022
9:00am-4:00pm

Instructors: Rick Mack, Esq & Christin Dockery



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.

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.



Rick Mack, Esq. Is the lead attorney with AAR's legal hotline program and attorney with Zelms Erlich & Mack.

Christin Dockery Christin began her career as an Escrow Receptionist in 2003 and has continued to serve the community taking on various roles in the title insurance, escrow settlement, and technology space. Christin earned a Certified Senior Escrow Officer Professional Designation with the Arizona State Escrow Association and is often found teaching classes or giving presentations on the purchase contract, business development strategies or playing her favorite game - Stump the Title Girl. Christin is the President of Arizona Premier Title, a boutique title agency in the great state of Arizona.

BONUS: This class also offers credit towards the GRI designation

NOTE: This certification program is not affiliated with or endorsed by the National Association of REALTORS®.

LOCATION

LIVE @ WeSERV
West Valley (Peoria)
9001 W Union Hills Drive
Peoria | AZ 85382

CE

6 Legal Issues

(Fulfills a Core category for rCRMS and row 4 or 12 for GRI)

PRICE

REALTOR® Member

\$69 by 9/8

\$89 After 9/8

Non-REALTOR® Member

\$89 by 9/8

\$109 after 9/8

No refunds after 9/6

Registration closes 9/12

<https://www.aaronline.com/events/?u=CRMS9162022>

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