



GRI: FINANCING FROM PREPARATION TO CLOSING

DECEMBER 13, 2022 | 9:00 A.M. - 4:00 P.M.

CLASS HOSTED BY:



CE: 6 HOURS GENERAL CREDIT

COURSE FULFILLS ROW 4 OR 12 ON THE GRI REQUIREMENTS FORM



REGISTER

COURSE PRICE:

Pre-Registered REALTOR®: Free

At Door/Late Registration: \$69.00

Non REALTOR®: \$89

Registration will close at midnight on 12/9/2022. Cancellations received prior to 12/3/2022 will be refunded less a \$25 admin fee. Cancellations received after 12/3/2022 are not eligible for a refund. No-shows forfeit all fees.

THIS COURSE WILL FOCUS ON:

- Understanding the mortgage market and the agent's role in the loan approval process.
- Up-to-date FHA/VA underwriting guidelines and what underwriters look for.
- The type of inquiries that have the largest impact on your clients' credit.
- Understanding FICO scores and how clients can buy a home after foreclosure.



Patrick Ritchie brings 21 years of mortgage experience into the classroom. He is the author of the book *The Credit Road Map*, an in-depth look into how the credit world works. Patrick is an instructor to numerous audiences, including REALTOR® and other professional associations. He also served as a guest finance lecturer at Arizona State University and the Ohio State University for over a decade.

CONTINUING EDUCATION PROVIDED BY:

