

Scottsdale Area Association of REALTORS® *presents ...*



## 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.

**DATE:**

**APRIL 12, 2016**

9:00 a.m. – 4:00 p.m.

**LOCATION:**

Scottsdale Area  
Association Of  
REALTORS®  
8600 E. Anderson Dr.  
Scottsdale AZ  
480-945-2651

**PRICE:** \$79.00 (pre-  
registration deadline:  
April 8)  
\$89 at door

**INSTRUCTOR:**

Mary Frances Coleman

**C/E:** 6-legal issues

**C/E Provided By:**



***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 THIS INSTRUCTOR?** Mary Frances Coleman, ESQ is a licensed attorney, a REALTOR®, a broker and a coach who has spent her entire 20+ years on real estate transactional issues. Her high energy delivery connects the information with the street practice leaving you with a thorough understanding of areas of risk and what you can do to minimize your risk.

**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](http://www.azgri.com)

**REGISTER TODAY!**

[www.aaronline.com/event/e/ESapril](http://www.aaronline.com/event/e/ESapril)