

Coming to your local association.....



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.

THUR, NOVEMBER 10, 2016

9:00 a.m. – 4:00 p.m.
(includes lunch)

PRICE:

\$79.00 before 11/4
\$89.00 At-Door

INSTRUCTOR:

Mary Frances Coleman, Esq.

C/E: 6-legal issues

STREAMING LIVE

Association classrooms:

Kingman/Golden Valley
Sedona-Verde Valley
White Mountain
Yuma

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 is a licensed attorney, a REALTOR®, a broker and a coach who has spent her entire 20+ years on real estate transactional issues.

STREAMING LIVE

Classes are live streamed into classrooms around the state. The instructor's attention is on you—delivering the content in an engaging and interactive format. You see, hear, ask questions and participate LIVE.

REGISTER ONLINE BEFORE NOVEMBER 4TH:

www.aaronline.com/event/e/ESnov

No refunds will be issued after 11/3/16