



INDUSTRY PARTNERS CONFERENCE 2017

REALTORS® ... LOAN OFFICERS... ESCROW OFFICERS... *ALL LEARNING TOGETHER!*

The Road to Closing: Situations, Scenarios, and Solutions

This year's transaction topics include situations and solution best practices on issues such as:

- Can the seller cancel if earnest money is not deposited immediately?
- If a buyer does not pay the required funds by COE are they in breach?
- If a seller owns the solar system is it to convey with the property?
- What happens to the earnest money if the buyer is denied a loan that is not described in the PQF or LSU?
- Can an escrow company ask for a loan denial from the lender to make their earnest money decision?
- Does a seller have to pay the HOA disclosure fee or is it negotiable?
- Since seller warranties were removed from the BINSR, is the seller obligated to disclose all material latent defects?
- When does the buyer need to determine the cost and availability of homeowner's insurance?
- If a buyer cancels the Contract based on the BINSR but fails to disapprove any items that are allowable, does the seller get the earnest money?
- What are potential issues if a Contract contains an escalation clause?

Learn Through Highly Interactive Scenario Discussion

EARLY BIRD REGISTRATION Through August 30 \$85

CE: 3 Contract / 3 Disclosure

SEP. 21 @ EMBASSY SUITES 4415 E PARADISE VILLAGE PHWY S, PHOENIX, AZ 85032
GENERAL REGISTRATION 8/31-9/14 = \$99
AT-DOOR REGISTRATION = \$119

REGISTER ONLINE AT WWW.REGONLINE.COM/2017IPC

8:00am - CHECK-IN/CONTINENTAL BREAKFAST, 8:30am-4:30pm - PROGRAM, THIS CONFERENCE SELLS OUT EVERY YEAR! REGISTER SOON!



CONTINUE THE CONVERSATION ONLINE!



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