







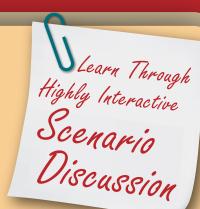
INDUSTRY PARTNERS CONFERENCE 2017

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?



EARLY BIRD REGISTRATION

Through August 30

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?

CE: 3 Contract / 3 Disclosure

SEP. 21 EMBASSY SUITES GENERAL REGISTRATION 8/31-9/14 = \$99

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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