

GRI Financing

From Preparation to Close

PRESENTED BY:

THE ARIZONA ASSOCIATION OF REALTORS®

Do you understand financing enough to help your clients through the real estate transaction?

Course includes an overview of Arizona Association of REALTORS® forms: Including Pre-Qualification, Loan Status Update, HUD1, and the Residential Resale Purchase Contract. Also covered is an in-depth look at loan programs matched to borrower and property, overview of the loan process, and how to communicate effectively with the lender through the close of escrow.

THIS ONE DAY 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.
- ✓ What type of inquiries has the largest impact on your clients' credit, understanding FICO scores and how to buy a home after foreclosure?
- ✓ How to identify any loan-related "red flags" and what to do about them.



FOR MORE INFORMATION

CONTACT: Brittini Matt
EMAIL: BrittiniMatt@aaronline.com
PHONE: 602-248-7787



Cancellation policy: Cancellations received prior to **6/6/2017** will be refunded less a \$25 admin fee. Cancellations received after **6/6/2017** are not eligible for a refund. **'No-shows' forfeit all fees.**

June 13, 2017

Class Time: 9am – 4pm

REGISTRATION: 8:30AM

STREAMING LIVE

These classes are presented through The Arizona Association of REALTORS® Education Outreach program. The classes are live streamed into your Association's classroom from AAR's classroom. The instructor's attention is on you—delivering the content in an engaging and interactive format. You see, hear, ask questions and participate LIVE.

License Renewal Hours:

6 hours – General Credit

Instructor:

Patrick Ritchie

Class locations:

Bullhead/Mohave Valley Association of REALTORS®
Central Arizona Board of REALTORS®
Kingman/Golden Valley Association of REALTORS®
Lake Havasu Association of REALTORS®
Sedona/Verde Valley Association of REALTORS®
White Mountain Association of REALTORS®
Yuma Association of REALTORS®

REGISTER ONLINE:

www.aaronline.com/event/e/GRI06132017

REGISTRATION WILL CLOSE ON 6/7/2017

Registration Fees:

\$ <u>69.00</u>	AAR Member Price Until: 5/30/2017
\$ <u>89.00</u>	AAR Member Price After 5/30/2017
\$ <u>99.00</u>	Non-Member Price
\$ <u>30.00</u>	GRI Designation Holder

**Please notify us 7 days in advance if you have any disability that requires special services or access.