

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.

JUNE 13, 2017

9:00 a.m. – 4:00 p.m.



LOCATION:

SouthEast Valley Regional
Association Of REALTORS®

1363 S. Vineyard
Mesa, AZ 85210

PRICE:

Before 6/9: \$59.00
At-door: \$69.00
No refunds after 6/6

INSTRUCTOR:

Mary Frances Coleman



C/E: 6 Legal issues
C/E Provided By: AAR

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

REGISTER BEFORE JUNE 9, 2017

www.aaronline.com/event/e/CRMS06132017