



# INDUSTRY PARTNERS CONFERENCE 2018

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

## Look Both Ways *Protecting the Transaction*

- Understand emerging business models and practices in the real estate lending and title/escrow industries
- Issues that REALTORS® and lenders should be discussing with the buyers and sellers and when the discussions should take place
- Situations and solutions common to transaction issues such as:
  - Seller concessions
  - Appraisals
  - Inspections and the BINSR
  - Loan denials
  - Cure period notice
  - Contract promises the buyer and seller made
  - Who gets the earnest money
  - Wire fraud and other schemes

*Learn Through  
Highly Interactive  
Scenario  
Discussion*

*SAVE  
THE DATE*

SEP. 14<sup>2018</sup> @ EMBASSY SUITES  
4415 E PARADISE VILLAGE PKWY S, PHOENIX, AZ 85032

**REGISTRATION OPENS SOON!**



255 E. Osborn Rd., Suite 200 • Phoenix, AZ 85012 • Telephone: 602.248.7787  
Toll-free in AZ: 800.426.7274 • Web: [www.aaronline.com](http://www.aaronline.com)

THIS CONFERENCE SELLS OUT EVERY YEAR! REGISTER EARLY!



CONTINUE THE  
CONVERSATION ONLINE!

