ARIZONA REALTORS® + ARIZONA MORTGAGE LENDERS ASSOCIATION + ASEA

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 2018 @ EMBASSY SUITES
4415 E PARADISE VILLAGE PKWY S, PHOENIX, AZ 85032

REGISTRATION OPENS SOON!

THIS CONFERENCE SELLS OUT EVERY YEAR! **REGISTER EARLY!**

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