



# FRIDAY, SEPTEMBER 16

## INDUSTRY PARTNERS CONFERENCE 2016

REALTORS® | LOAN OFFICERS | ESCROW OFFICERS | ALL LEARNING TOGETHER



ARIZONA  
association of  
REALTORS®

REAL SOLUTIONS. REALTOR® SUCCESS.



ARIZONA MORTGAGE  
LENDERS ASSOCIATION



# IF THIS, THEN THAT...

1

REALTORS®, Loan Officers, Escrow Officers - We all have the same client. So let's learn how to work together to get to closing!

2

Start with a foundational scenario & work through to close of escrow using timelines, scenarios & a comparison of what you think you know vs. what you really know.

3

Now, add in some curve balls & see how each step of the process affects you, the client and your industry partners.

If the buyer did not confirm insurability during the inspection period . . . **THEN**  
If you didn't know the buyer received the title commitment 2 weeks ago . . . **WHAT?**  
If the lender received the appraisal the week before close of escrow . . .

**\$85 EARLY BIRD  
REGISTRATION**  
Now through August 26 >>

Take advantage of the Early Bird Registration to be entered into **\$500 Gift Card Giveaways**. Winners will be drawn on August 5th and August 26th.  
Aug. 27 - Sept. 9: \$99 | AT-DOOR REGISTRATION: \$119

**09.16.2016**  
**EMBASSY SUITES**

4415 E Paradise Village Pkwy S, Phoenix, AZ 85032

**7:30AM CHECK-IN &  
CONTINENTAL BREAKFAST**  
**8:30AM-3:30PM PROGRAM**

**This Conference SELLS OUT EVERY YEAR!**

**REGISTER TODAY AT:**  
**WWW.REGONLINE.COM/2016IPC**

CE Credit for REALTORS® 3 Hours Contract Law | 3 Hours Agency Law  
Questions? Contact Kimberly Franzen  
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