



GRADUATE,
REALTOR®
INSTITUTE

FINANCING FROM PREPARATION TO CLOSE

6CE General

**This class will satisfy
Row 4 in the
Skill Building Series**

January 14, 2019

Check in 8AM
8:30AM - 3:30PM

**Scottsdale Area
Association of
REALTORS®**

Presented
by:



ARIZONA
association of
REALTORS®

&

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

This course covers the life cycle of the loan process from pre-qualification through close of escrow.

This 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 have the largest impact on your clients' credit, understanding FICO scores and how to buy a home after foreclosure?

Instructor:

Jimmy Vercellino

For Instructor bio & GRI Designation info visit www.azgri.com.

Class Location:
**Scottsdale Area
Association of
REALTORS®**

8600 E. Anderson Dr.
Scottsdale, AZ 85255
480-945-2651

Fees: based on availability

- \$ 79 through Dec. 30
- \$ 89 Dec 31 - Jan 13
- \$ 99 Day of class / at door

GRI Designees & non-AAR members must call 480-945-2651 to register

- \$ 30 GRI Designee
- \$ 115 non-AAR members

Register online:

www.scottsdalerealtors.org

Contact: Laura Grady

Email: Laura@scottsdalerealtors.org

Phone: 480-945-2651

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

Cancellation Policy:

Fees will be refunded less a \$25 service charge up to 48 hours prior to class. After that, no refunds will be given. "No-shows" forfeit all fees. \$50 charge for returned checks.

Full Name:

Firm/Company:

NRDS #:

Email:

Phone:

Credit Card:

- AMERICAN EXPRESS VISA
 MASTERCARD DISCOVER

Card Number:

Expiration Date:

Security Code: