



GRADUATE,  
 REALTOR®  
 INSTITUTE

# FINANCING FROM PREPARATION TO CLOSE

## 6CE General

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

**May 23, 2019**

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

**Scottsdale Area  
 Association of  
 REALTORS®**

Presented  
 by:



**ARIZONA**  
 association of  
**REALTORS®**



**D**o 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:**

**Patrick Ritchie**

For Instructor bio &  
 GRI Designation info  
 visit [www.azgri.com](http://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 May 9
- \$ 89 May 10 - May 22
- \$ 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](http://www.scottsdalerealtors.org)

**Contact:** Laura Grady

**Email:** [Laura@scottsdalerealtors.org](mailto: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: