

Escrow Coordination Secrets!



Are you ready to improve your closing rate, save time and start creating hassle-free transactions? Then attend this seminar by Leading Authority and Instructor on Transaction Management, Diana Turnbloom

These techniques and insights are more than theoretical ideas. They have evolved and been perfected through instructor experience. You WILL be able to immediately apply what you have learned

Friday, February 27th
8:30am-12:30pm

Attention SCAOR Members! Assistants pay Member price!

Being held at the
Santa Cruz Association of REALTORS®
2525 Main Street in Soquel, CA

SPECIAL POINTS OF INTEREST:

- 4 hours of intense training for all ranges of experience
- 3 top things you must know at all times when managing pending sales!
- Who YOUR Team is and what "tools" are needed to do a good job
- Easy to use systems (Sample custom forms, letters, emails to help you stay organized!)
- How to read termite and title reports. Locate "deal killer" sentences!
- The "meat and potatoes" of a purchase agreement contract
- Lender language. What does loan approval REALLY mean?

In addition to the standard curriculum of this class, Diane will be including the following information about REO & short sales.

- 1) What is an REO
- 2) What Disclosures are required
- 3) Red Flags!!!
- 4) How to protect yourself from future litigation

No prerequisite to attend this class! Open to both licensed and unlicensed real estate professionals

DRE Approved for 4 hrs of CEU's in Consumer Service: Sponsor #4129

How to register: Call 831-464-2000 or Fax completed form along w/payment to 831-464-2881

\$65 SCAOR Member/Assistant \$80 at the door \$95 Non-member anytime

Name: _____ Company: _____

Phone: _____ Email: _____

Cash Visa MasterCard American Express Check payable to "SCAOR"

Name on Credit Card: _____ Signature: _____

Account #: _____ Exp. Date: _____ VIN#: _____

Credit Card Billing Address: _____ Zip Code: _____

SCAOR Cancellation Policy: Reservations for courses requiring payment will not be processed until payment is received. If you must cancel or reschedule your reservation, a full refund will be issued if notification is received, by email or in writing (not by telephone), 3 business days prior to class. SCAOR reserves the right to cancel or reschedule any course. If cancellation occurs, SCAOR will issue a full refund. In the event of rescheduling, SCAOR will send immediate notification & transfer all reservations (including payments) to the new date. To cancel/reschedule send email to karen@scaor.org.

I HAVE READ AND UNDERSTOOD THE SCAOR REFUND/CANCELLATION POLICY (Please check)