Pre-registration is required. No Walk-Ins.

Lunch&Learn

Explore Industry Hot Topics in an Informal Setting

Includes lunch from Subway®

Secrets for Great Closings

SAR Instructor: Mark Davidson

Are you a newer REALTOR® looking to learn more about the critical parts of today's closing process to insure professional and successful transactions? Sometimes the smoothest escrow might have a last minute delay that could have been avoided with some pre-planning for potential closing delays. A positive evaluation and future referrals are a huge reward based upon a great closing! Mark Davidson has compiled this up-to-date, vital information with the help of many successful local Real Estate industry professionals together with his 25 plus years experience in title and escrow management and suggestions from SAR's Education Committee.

Learn more about these potential closing issues:

- What a Statement of Information is and why it is needed
- What are important notary requirements
- How a Power of Attorney can be used
- If CC&R's always have to be enforced
- Common Loan Funding conditions
- How "Good Funds" timing can be a problem
- How Trusts, Divorce and Probates affect a closing
- What happens if a buyer/borrower has a "financial status" change
- How a late seller-to-buyer credit may affect the timing for the closing
- Last minute contract addendums needed
- PLUS the TOP client questions at the signing

DATE

Thursday, October 23, 2014

TIME

12noon - 1:30pm

LOCATION

SAR Mack Powell Event Center

COST

$15 (Members) $25 (non-Members)
if paid by Monday, October 20

$25 (Members) $35 (non-Members)
if paid after Monday, October 20

*Broker Tuition Card Class

CREDIT

No BRE Credit

TO REGISTER

Register online at http://ims.sacrealtor.org
or fax with payment to 916-779-3945.
Questions: 916-437-1210

NEW REGISTRATION/CANCELLATION POLICY: Broker Tuition Card users must register at least 48 hours in advance to benefit from card usage. If you register less than 48 hours in advance, you will be charged the full price of the class. All registrants must cancel at least 48 hours in advance to receive refund. (Illness, accident or death in the family excluded)

SACRAMENTO ASSOCIATION OF REALTORS®

2003 HOWE AVE.
SACRAMENTO
CA 95825-0176

For a complete schedule of classes,
visit www.sacrealtor.org

REGISTRATION FORM

Secrets for Great Closings October 23, 2014

NAME _____ COMPANY _____

ADDRESS _____ CITY _____

EMAIL _____ PHONE _____

METHOD OF PAYMENT: (Please check one) ☐ VISA ☐ MASTERCARD ☐ AMEX ☐ DISCOVER ☐ CHECK (MAKE CHECK TO SAR) AMOUNT ENCLOSED: $ _____

ACCOUNT NAME _____ ACCOUNT NUMBER _____

SIGNATURE _____ EXPIRATION DATE _____ SECURITY CODE _____