



GRADUATE,  
REALTOR®  
INSTITUTE

# FINANCING FROM PREPARATION TO CLOSE

**6CE** General

**This class satisfies  
Row 4 in the  
Skill Building Series**

**January 13, 2021**  
Check in starts at 8:15AM  
Class: 8:30am—3:30pm

Presented  
by:



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

&



**SCOTTSDALE**  
AREA 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:**

**Jimmy Vercellino**

For instructor bio & GRI Designation info visit: [www.azgri.com](http://www.azgri.com)

**Class offered via Zoom platform**

Phone: 480-945-2651

**Fees: Based on availability**  
(Includes GRI royalty fee of \$15)

- \$89.00 until Jan. 4th
- \$99.00 Jan. 5th - Jan. 12th
- \$40.00 GRI Designee (must call 480-945-2651 to register)

**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 all returned checks.*

Full Name:

Firm/Company:

NRDS #:

Email:

Phone:

**Credit Card:**

- AMERICAN EXPRESS  VISA  
 MASTERCARD  DISCOVER

**Card Number:**

**Expiration Date:**

**Security Code:**