



GRADUATE,
REALTOR®
INSTITUTE

FINANCING FROM PREPARATION TO CLOSE

6CE General

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

October 26, 2021
Check in starts at 8am
Class: 8:30am—3:30pm

Presented
by:



ARIZONA
association of
REALTORS®

&



SCOTTSDALE
AREA ASSOCIATION OF REALTORS® **RR**

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:

Patrick Ritchie

For instructor bio & GRI Designation info visit:
www.azgri.com

Class location:

Scottsdale Area Association of REALTORS®
8600 E. Anderson Dr.
Scottsdale, AZ 85255

Phone: 480-945-2651

Fees: Based on availability
(Includes GRI royalty fee of \$15)
___ \$89 through Oct. 20
___ \$99 Oct. 21 - Oct. 24

GRI Designee: \$40 (must call 480-945-2651 to register)

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 all returned checks.

Full Name:

Firm/Company:

NRDS #:

Email:

Phone:

Credit Card:

AMERICAN EXPRESS VISA
 MASTERCARD DISCOVER

Card Number:

Expiration Date:

Security Code: