

MORTGAGE AWARENESS FOR REALTORS



3.0 Clock Hrs

Instructor: Cristi Zacherle plus a Certified Appraiser as our Guest Speaker for CMA Review.

You'll learn how to have more successful closings with knowledge of mortgage products.



As a result of this class you will be able to identify six characteristics of FHA, FHA 203K, VA, Conventional and USDA financing. You will be able to identify four changes in FHA, VA, Conventional financing and coach borrowers on requirements for the above. You will also learn to increase your prospect to closing ratio by knowing guidelines. Understand lender overlays. And time management by asking key questions upfront.

Come and take this great Mortgage Awareness class from Instructor Cristi Zacherle. She has been financing Washington home buyers for over 20 years. Cristi has helped countless homebuyers achieve the American Dream of owning a home by providing exemplary service.

THURSDAY, SEPT. 17, 2015

REGISTRATION: 8:15 TO 8:25
CLASS: 8:30 TO 11:30 AM

at

SPOKANE ASSOCIATION OF REALTORS®
1924 N. Ash Street, Spokane

INSTRUCTOR: CRISTI ZACHERLE

SAR Member: \$30 early; \$45 regular.
Non-SAR Member: \$45 early; \$60 regular.

**LATEST DAY FOR
EARLY REGISTRATION IS 10 DAYS PRIOR TO CLASS DATE**

*Online Credit Card Enrollment also available:
www.SpokaneRealtor.com*

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Office _____
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Make check payable to SAR and mail to:

Spokane Association of REALTORS®
1924 N. Ash Street, Spokane, WA 99205

Cancellation Policy: A refund will be granted until 3:30 p.m. three days prior to class after which time there will be a 50% refund. Anyone not showing for registration (and staying for class) will not be given a refund.