

“Roadmap to a Successful Closing Webinar”

Wednesday, November 2, 2011

Instructor: [Patti Ketcham](#)

Location: [ECAR Education Room](#)

3 CE Credits

Time: Noon-3 PM

Cost: \$15 / or Education Pass

[\\$20 nonmembers](#)

Learn how to provide options in the event of failed inspections for roof, termite, electrical, or building code deficiencies; differentiate between closing activities of a conventional contract, a cash purchase, and a HUD/VA financed transaction; provide options that would lead to a timely closing on a property with a correctable title problem; prepare a net sheet for buyer’s required cash to close and sellers net proceeds based on a price and terms provided by the Instructor; construct a timeline outlining every step between contract acceptance and actual closing for each party (Listing Broker, Selling Broker, Buyer, Seller); list the options a Broker has in the event of an escrow dispute for deposits they are holding. [Flyer](#)

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**** You must have your license number to receive CE Credits****