



# “Escrow and Title: Opening to Closing”

(part of the real estate professional development series\*)

at 906 Sycamore Ave., Vista

July 16, 2008 · 2-4pm

## The basic life of an escrow transaction

### Including:

- \* **Grant Deeds**
- \* **Preliminary Title Reports**
- \* **Reconveyances**
- \* **Short Sale, Foreclosure and REO tips**

**Instructors: Jeanette Haines, Senior Escrow Officer with Chicago Title Escrow  
Kim Beukelman and Greg Whistler, Chicago Title**

**\$10 NSDCAR members, \$15 non-member agents**

*(\*For a complete list of the professional development series classes please see the back page/page 2)*

To Register: Fax to (760) 734-3976 or mail to NSDCAR, 906 Sycamore Ave., #104, Vista, 92081 or register online [www.nsdcar.com](http://www.nsdcar.com) under education. Your seat is reserved with payment. For more information: (760) 734-3971

Name: \_\_\_\_\_ Member #: \_\_\_\_\_

Phone #: \_\_\_\_\_ Email: \_\_\_\_\_

Check (mail registration only)       Credit Card - Visa, MC, Amex, Disc

Card #: \_\_\_\_\_ Exp. Date: \_\_\_\_/\_\_\_\_/\_\_\_\_

Amount: \_\_\_\_\_ Signature: \_\_\_\_\_

As a matter of policy, NSDCAR does not endorse or promote the products and services of presenters.

Cancellation Policy: Refunds issued only if notification received 3 business days prior to class



# Real Estate Professional Development Series

For New REALTORS® or seasoned professionals who want  
a successful real estate career

at 906 Sycamore Ave., Vista

The third Wednesday of every month\*\* 2008

2 pm to 4 pm

REGISTER

- July 16:** Escrow and Title: Opening to Closing with Jeanette Haines, Senior Escrow Officer; Kim Beukelman and Greg Whistler, Title Representatives with Chicago Escrow and Title, Escondido. Identify and prevent deal killer issues, understand terms and procedures to assist in a smooth transaction
- August 20:** Transaction Survival Tips with Myrna Horn, Fidelity National Home Warranty and Appraisal with Tim Hanks, Hanks Appraisal Service, Inc. and Home Inspection with Kevin Runge with All Home Inspections  
Gain a better understanding of disclosure issues including home owners insurance, natural hazard disclosure reports and home warranty to avoid jeopardizing your clients' investments and your transactions. Learn about the appraisal process, how to develop sales comparison and income approach. Discover the process of an inspection and the various reports and certifications available.
- September 24 \*\* (4th Wednesday):** Lender Round Tables with Bill Thurn, San Diego Mortgage Network, TBD. Discuss the differences between loan programs, criteria's for qualifying, loan documentation types and good faith estimates.
- October 15:** Marketing Online and Websites with Tricia Colagrossi, Advanced Access/HP Software-Sandicor
- November 10:** Personal Finance: Income Taxes, Record Keeping and Budgeting with TBD.

**NSDCAR Member \$10/class, Non-member agent \$15/class**

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