

# Agent 101: You Don't Know What You Don't Know



**June 5, 2018**  
**9:45 a.m. Registration**  
**10:00 a.m. - 2:00 p.m. Class**

24725 W. 12 Mile, Suite 100,  
Southfield, MI 48034

**MemberMax/EduPass: FREE!**  
**GMAR Members: \$10.00**  
**Non-Members: \$40.00**

**Call (248) 478-1700**  
**Online at GMARonline.com**

*GMAR reserves the right to assess a \$10 fee for any registrant who does not cancel at least 24 hours prior or to those who do not attend the event.*



**Presented by:**  
**DEANNA DURUSSEL**  
ABR, SRS, RENE, PSA, SFR

## Agent Topics:

- Agent Referrals
- Car Insurance
- Checklists
- Commercial Property
- E & O Insurance
- Grievances
- Personalized Marketing Materials
- Presentations buyers/sellers
- Title Insurance & Title Companies
- Forms

## Seller Focus:

- Certificate of Occupancy
- Listing Package Paperwork
- Mortgage Payoff
- Open House
- Sellers Disclosure Stmt
- Transfer Taxes

## Both Parties of the Transaction:

- Appraisals
- Closing
- Traditional vs. Designated
- Escrow Accounts
- Final Walk-Through
- Home Warranties
- Closing Document
- Mutual Release
- Purchase Agreements
- Transaction Coordinator

## Buyer Focus:

- Bill of Sale
- Buyer Broker Agreements
- Closing Costs, Pre Pairs & Escrow
- EMD
- Home Inspection
- HUD Homes/Bank Owned
- New Construction
- Pre-Approval
- Preview Appointments
- PMI