

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



officially certified by



**Marketplace**

MICHIGAN'S CONTINUING EDUCATION  
HUB FOR REAL ESTATE PROFESSIONALS.

1 Elective, 2 Legal CE Credits



**June 6 2017**

**9:30 a.m. Registration**

**10:00 a.m. - 1:00 p.m. Class**

**20 Oak Hollow, Suite 100, Southfield, MI**

**MemberMax/EduPass: FREE!**

**GMAR Members: \$10.00**

**Non-Members: \$40.00**

**Call (248) 478-1700**

**Online at GMARonline.com**



*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