

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



October 18, 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