

(ELECTIVES C&D)

Tuesday, March 27

Best Western Riverfront

1821 Riverside Ave, Marinette, WI 54143

MCBOR SPONSORED - INSTRUCTOR JONATHAN SAYAS

Elective C: Registration: 8:00 a.m. Class from 8:30-12 noon

Elective C – Financing:

- Focuses on the variety of ways in which a buyer finances a transaction and associated federal and state laws that regulate financing programs;
- Considers the financing contingencies in the offers to purchase and how cash offers are addressed in the approved forms;
- Reviews various loan programs including USDA Rural Development financing and other government financing programs;
- Explores federal regulations governing the Loan Estimate and Closing Disclosure under TRID and their effect on closing procedures;
- Discusses alternate transfers including exchanges and lease-with-option transactions;
- Topics also include seller financing, the SAFE Act, RESPA, and closing documents for buyers and sellers.

Elective D: 4 Registration: 12:30 p.m. Class from 12:45-4:15 pm

Elective D – Other Wisconsin Approved Forms

- Examines the use of the approved “one-page” forms such as notices, amendments, counter-offers, counter-proposals, and cancellation agreements and mutual releases;
- Explores the correct way to use each form and when it is in use;
- Provides instruction on when to use a notice and when to use an amendment in connection with a buyer’s home inspection contingency;
- Considers when and how to use a Bill of Sale when transferring personal property as part of the real estate transaction;
- Reviews the important discussion of addenda including who can use them, when they can be used, who can draft them, how to use them, and limitations on a licensee’s use;
- Topics also include the correct way to use a Cancellation Agreement and Mutual Release and how buyers and seller use these forms in negotiating during a transaction.

Optional Lunch: Soup & Sandwich Buffet \$12.00

Lunch reservations have to be made at the time of class reservation

Early Bird Registration postmarked by 2/15/18	Registration postmarked after 2/15/18
Members \$51 for both courses - \$26 one course	Members \$56 for both courses - \$28 one course
Non-Members \$61 for both courses - \$31 one course	Non Members \$66 for both courses - \$33 one course

To Register Please Complete the Attached Page and submit with payment to MCBOR. See the next page for instructions.

March 27, 2018 CON-ED REGISTRATION FORM
Electives C & D

Name:

Phone:

Address:

Check which courses you will be taking: Elective C Elective D

Will you be eating the optional lunch ? (reservations must be made with registration)

YES

NO

Amount enclosed: Amount for course(s) \$ _____ + \$12 if having lunch = \$ _____

Mail Registration and Payment to:
Marinette County Board of REALTORS
PO Box 164
Menominee, MI 49858

Questions – email mcbor@wra.org or call 715-923-0609