

Understanding Terms

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Recorded! Available NOW For Viewing!

Do you know how to communicate terms to the escrow officer? What about understanding and explaining terms to other team members during the pending sale transaction? The terms of the contract explain who pays for what—one of three important things you must know at all times when coordinating your transaction!

This webinar will help you;

- Define and identify what are real estate terms
- Create an at-a-glance checklist for easy identification of terms
- Identify the best way to deliver terms to escrow
- Identify the best time to deliver the terms to escrow
- Clearly explain rent-back agreements/payments
- Define a commission demand and the best way to submit
- Understand the difference between paid through escrow & outside of escrow
- Understand the correct verbiage to use with credit instructions
- Define “up to” and “through”
- **Bonus!** Custom fill-in-the-blank terms form makes it so easy for you to deliver terms to the escrow officer! Normally \$45 included in Diana’s CD - FREE when you take this class!

This webinar is taught by Diana Turnbloom, owner of Escrow Coordination Secrets. Diana is an author and leading instructor to thousands of agents and assistants on Transaction Management. This is a workshop you won’t want to miss! It’s loaded with information that protects both you and your client!

***Register Today!** Special 2008 Introductory Pricing ONLY \$39.95

Simply logon on www.escrowcoord.com, go to Webinars, find the *Understanding Terms* class, register, pay and you’re set!

(Or) call 925-692-0076 to register by phone. You will receive information and instructions on how to log on to the website for the class several days prior to the event. You will also receive an email reminder one day prior to the class.

Can’t make it to the live class? No problem! A recorded version will be available at EscrowCoord.com 3 days after the event. Listen to the class anytime it’s convenient for you (unlimited viewing up to 2 days).

Event registration policy

Providence Publishing does not offer refunds, however we will be pleased to issue you an event pass that is good for one year/or transfer your registration to another member of your company.

This registration is per site and provides one Webex log in and dial in per site. If additional sites are attending, they must register separately and pay an additional registration fee.

2008 is the Year to

Get Organized, Get Educated, and Get Ready!

How Does a Webinar Work?

Webinars allow you the convenience of taking a class at your home or office. Using a computer to logon to the virtual classroom and using a toll-free phone number provided, you will be able to see and hear the event—even ask questions directly to the instructor! Save travel time and gas, and with recorded sessions, simply logon **anytime** it’s convenient for you to take a class.

You will receive a confirmation E-mail upon registering for an event with a link, enrollment ID and *toll-free* phone number. A reminder notice will be sent one day prior to the class (NOTE: Your email address is required to register!)

At least 10 minutes before the event start time, click on the **link** found in your email message or invitation, then click **enroll**.

To Join an Event from an Email Message:

1. Open your invitation or enrollment confirmation email message, and then click the link to join the event. The “*Event Information*” page appears.
2. Click “*Join*”.
3. If the “*Enrollment ID*” page appears, type your enrollment ID in the Enrollment ID box (Note: This page appears if the event host requires enrollment before joining the event).
4. Click “*Submit*”.
5. On the “*Join an Event*” page that appears, provide the required information. Call the toll free phone number and click “*Join*”.

That’s it ... sit back and enjoy the class!

Immediately following the live webinar, the phone line will be opened up to conference participants who wish to submit questions to our speaker.

Classes are recorded of each live webinar. If you would like to purchase the recorded session of the class, contact escrowcoord.com at 925-692-0076.

The recorded class will be available online approximately 3 business days after the live session.

NOTE: In order to receive your registration confirmation and toll free phone number, you must make full payment in advance of the audio conference.

Questions?

Please contact 925 692-076 or email dianat@escrowcoord.com