

CUTTING EDGE

Solving the Mystery of Government Finance



SDAR'S EAST COUNTY SERVICE CENTER

220 West Main Street El Cajon, CA 92020



Instructor: ALISHA SIROIS

GUILD MORTGAGE COMPANY* (NMLS #223936)



Instructor: LINDA STROBERG

GUILD MORTGAGE COMPANY* (NMLS #223939)



SINGLE SESSION

Thursday, March 6, 2014 1:00 pm - 4:00 pm

FHA, VA, USDA, CalHFA, and Down Payment Assistance...

Learn the basics of these programs, as well as discuss common misconceptions that exist and how to overcome them. Successfully use these programs for the benefit of the buyer *and* the seller in a transaction.

*GUILD MORTGAGE: Company NMLS ID 3274, licensed by the Department of Business Oversight under the California Residential Mortgage Lending Act.



TOPICS COVERED

- Pros and cons for buyers and sellers
- Transaction timelines
- Property and appraisal requirements
- PMI versus MIP versus funding fee & guarantee fee
- Down payment assistance programs that work

REGISTER: www.SDAR.com/education

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Cancellation Policy: Reservations for programs requiring payment will not be processed until payment is received. If you must cancel your reservation, a full refund will be issued if cancellation is received, in writing, three (3) business days prior. SDAR reserves the right to cancel or reschedule any program. If cancellation occurs, SDAR will issue a full refund. In the event of rescheduling, SDAR will send immediate notification and transfer all reservations (including payments) to the new date.



SAVE ON CLASSES ALL YEAR LONG!

Benefit from a Flat Rate for Education

Agent Essentials

Kick-start your real estate career! This program is perfect for new and seasoned agents to sharpen their skills.

- Includes 5 agent classes (\$200 value)
- · Learn the fundamentals of:
 - Business Planning & Goal Setting
 - Building a Successful Business Model
 - Real Estate Sales
 Techniques
 - Effective Communication
 - · Escrow, Title and Lending

SDAR Members: \$150 *Save \$50* **Non Members: \$250** *Save \$25*

Continuing Education

Are you up for license renewal? Earn all of the continuing education (CE) units you need.

- Attend our Spring or Fall Extravaganza's (\$200 value)
 -Earn 45 CE units in 5 days!
- Free featured monthly class (\$300 value)
- Includes 26 classes
- Earn up to 57 CE units

SDAR Members: \$250 *Save \$250* **Non Members: \$500** *Save \$250*

Risk Management Specialist

Consumers want fast, easy transactions and contracts can take time and get messy.

Protect yourself and your transactions by becoming a Risk Management Specialist.

- Includes 22 classes, such as:
 - Conquering Contracts
 - When in Doubt...
 Disclose, Disclose,
 Disclose!
 - 26 Ways to Avoid Lawsuits
- Earn up to 49 CE Units

SDAR Members: \$700 *Save \$470* **Non Members: \$1,000** *Save \$605*

Designations & Certifications

Earn any of the following designations or certifications:

- ABR- Accredited Buyer Representative
- CID- Certified Condominium Specialist
- MRP- Military Relocation Specialist
- SRES- Seniors Real Estate Specialist
- SRS- Seller Representative Specialist
- SFR- Short Sale & Foreclosure Resource
- Earn up to 52 CE units

SDAR Members: \$1,000 *Save \$265* **Non Members: \$1,300**

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