

PHILLIP BLAKE'S

# LIVING THE DREAM

SIMPLE STEPS TO AVOID PROBLEMS AT SETTLEMENT

**JUNE 17 11AM-1PM | PROCEEDS BENEFIT RPAC**

***1 Hour CE Real Estate Related | Includes FREE lunch!***

Have you ever left a settlement wondering where you went wrong? After a perfect offer, a trouble-free home inspection, and a satisfactory appraisal, you thought closing would be a formality. But the walk-through was a disaster and tensions flared at the settlement table, leaving everyone feeling unsatisfied. This class will offer a series of steps to take during each transaction to smooth the path for a stress-free settlement.



- **Set realistic expectations**
- **Avoid hidden landmines**
- **Achieve smooth settlement (almost) every time**
- **Updates to the Sales Contract**
- **Real life examples to learn from**



Class Fee  \$15 for Members

## Advance Registration required

REGISTER ONLINE — at [faarmembers.com/calendar](http://faarmembers.com/calendar), select class, login to register

OR BY FAX — complete the registration information below and fax to (540) 736-0301.

**+5** PHR  
Event

Name \_\_\_\_\_ Company \_\_\_\_\_

Phone \_\_\_\_\_ Email \_\_\_\_\_

Credit Card \_\_\_\_\_ Zip \_\_\_\_\_ CVC \_\_\_\_\_

Total \_\_\_\_\_ Exp. Date \_\_\_\_\_ Signature \_\_\_\_\_

Contributions to Virginia REALTORS® RPAC are voluntary and are used for political purposes; they are not deductible for federal or state income tax purposes. Members may contribute more or less than the suggested amount and may refuse to contribute without reprisal. The National Association of REALTORS® or any of its state associations or local boards will not favor or disfavor any member because of the amount contributed. NAR has established state Federal RPAC Disbursement Allocations based on anticipated National RPAC needs. Thirty percent of all Major Investor contributions are sent to NAR to be applied to the Federal RPAC Disbursement Allocation and are charged against the limits under 52 U.S.C. 30116 with the remaining seventy percent maintained for state and local usage. Decisions regarding Virginia REALTORS® RPAC contributions to meet the Federal RPAC Disbursement Allocation will be made throughout the fundraising year.



FAAR Classroom, 2nd Floor, 2050 Gordon W. Shelton Blvd., Fredericksburg, VA 22401