

# GRI 104: Contract to Close

(0543R) 15 CE Credits

## July 18-19, 2018

9:00-5:00 (Both Days)

Country Inn & Suites

5353 N 27th St, Lincoln, NE 68521

Hotel Accommodations: County Inn & Suites at 402-476-5353



**GRI 104: Contract to Close** provides an overview of the mortgage process in today's environment, with automated underwriting, the prevalence of both Appraisal Management Companies (AMCs) and Automated Valuation Models (AVMs). This class goes through the timeline from beginning to end, and focuses on what licensees need to know to make the process go smoothly, and to assist their buyers. You will learn how to calculate qualifying ratios and debt-to-income for mortgages, describe and calculate PITI and PMI, identify types of loans that best fit the borrower and property **PLUS** Much Much More!

### MEET THE INSTRUCTOR:

**Melanie McLane is** a thorough and diversified educator, Melanie McLane has decades of experience in all facets of real estate education: from course development to presentation. Melanie is a certified appraiser, licensed associate broker, and seasoned real estate educator. A veteran of 34 years in the real estate industry, she has owned and operated a real estate brokerage, taught everything from pre-licensing through designation courses, and continues to practice as both an appraiser and an associate broker. She is a certified USPAP instructor.



#### On or Before 07/10/18

\$199 for REALTORS®  
\$225 for non-members  
\$90 for GRI's



#### After 07/10/18

\$225 for REALTORS®  
\$250 for non-members  
\$102.50 for GRI's

Cancellation Policy: If you need to cancel your registration, written notification must be submitted to the Association office prior to the beginning of the course. You will receive a refund minus a \$55.00 cancellation fee.

**No refunds will be given once the class has begun.**

**If this is your last class, please include an additional \$20.00 to cover the designation fee.**

**Yes! Sign me up for GRI 104 in Lincoln, July 18-19!**

Name \_\_\_\_\_ Firm Name \_\_\_\_\_

Address \_\_\_\_\_ Phone \_\_\_\_\_

Email \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_ License # \_\_\_\_\_

VISA  MC  Discover Card Number \_\_\_\_\_ exp \_\_\_\_\_

Amount enclosed \_\_\_\_\_ Signature \_\_\_\_\_

Fax this Registration to: 402/323-6501 **OR** mail with check to: Nebraska REALTORS® 800 South 13th, Suite 200  
Lincoln, NE 68508 **OR** call with credit card information 402/323-6500 (in Lincoln) or 1-800-777-5231  
**OR** register online at: [www.NebraskaRealEstateEducation.com](http://www.NebraskaRealEstateEducation.com)